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No. 27,186

Wednesday February 2 1977

\*\*\*12p



## les NEWS SUMMARY

GENERAL

Spain  
plans  
election  
move

The Spanish Government is planning another important step towards free elections, partly in response to last week's outbreak of terrorist killings.

Instead of the still illegal parties having to seek official blessing, they would merely have to place their names on a register and submit their articles of constitution. It would then be up to the courts, and not the Government, to decide if a particular party was validly set up by the provisions of the Penal Code.

This formula is expected to satisfy many of the Left-wing groups which have so far refused to seek legalisation. In Logota, the Iberia Airlines office windows were shattered by the Revolutionary Workers' Party, which left leaflets speaking of the "fight against fascism." Page 4

### Rescued Britons fly to Uganda

The 16 British guests of President Amin of Uganda, whose aircraft disappeared while they were touring game reserves, have been rescued after being found 11 miles inside Sudan. The Britons, who included Judith, Lady Listowel, a biographer of President Amin, and two Scottish climbers, were flown to Kidepo, a park in Northern Uganda, a Kenyan air-rescue co-ordinator stated.

### Czechs accused

Lord Coronyn Roberts, Foreign Vice Minister of State, has told the Czech Ambassador in London of Britain's concern that Czechoslovakia's treatment of supporters of the human rights movement appears to be at variance with the Helsinki Declaration. Page 4

### Direct tactics

The acute difficulties Ministers face in legislation on direct elections to the European Parliament will be underlined on Monday. Conservative MPs will seek to uncover the Cabinet's tactics, in the belief that the Conservative is so far behind that the measure has little prospect of reaching the Statute Book this session. Back Page

### Quake in Russia

The Soviet Union has set up a commission to help the victims of a strong earthquake which damaged Isfara, in Central Asia. No details were given of any casualties among the town's 2,000 inhabitants.

**Hunt for gunman**  
Armed police were combing the centre of Edinburgh last night for a gunman who hijacked a police car. But they could not confirm that he took a hostage who was later released. The police vehicle was found abandoned in the city.

### Briefly . . .

Fourth Test, 4th day: England collapsed to 34-4 against India, and seem headed for defeat.

Bank of Italy reported that 1.6m. (£660,000) in new lire 100,000 notes was missing from its vaults in Rome.

Mr. Vladimir Bokovsky, the exiled Soviet civil rights campaigner, is to study biology at Cambridge University.

France: Mme. Françoise Clastre, the archaeologist held by Chad Republic rebels for 23 months, flew in from Libya.

Mr. Bailey: The gun said to have been used to kill Ross McWhirter was shown to the Balcombe street jury in the seventh day of the trial at which four men have refused to plead to 15 charges.

Colgate-Palmolive is to succeed Pectenol as sponsor of the World Match Play Golf Championship at Wentworth. Page 8

**COMPANIES**

**BAT INDUSTRIES** taxable profit for the year ended September 30 was £84m. to £374m. Page 21; Turning point for International Stores, Page 8; Lex.

**REED INTERNATIONAL** pre-tax profits in the third quarter of 1976-77 rose from £5m. to £19.5m. Page 22; Lex.

**WESTINGHOUSE** Brake and Signal taxable profit in the second half of the 53 weeks to October 2 rose from £3.45m. to £4.25m. Page 20

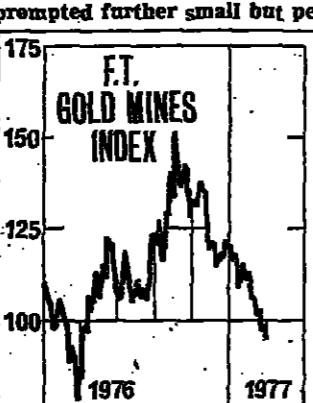
**PRESTIGE GROUP** pre-tax profit for the year ended December 31 rose from £4.75m. to £3.45m. Page 20

CHIEF PRICE CHANGES YESTERDAY	
(Prices in pence unless otherwise indicated)	
RISSES	FALLS
Treasury 3pc 1979 ... 158 + 4	Petbow ... 138 + 12
Amalgamated Power ... 69 + 10	Racial Elect. ... 292 + 10
Avon Rubber ... 94 + 10	Ransomes Sims ... 118 + 15
BATs Dft ... 232 + 7	Reed Intnl. ... 230 + 15
Beaumont Properties ... 63 + 4	Simonside Inv. ... 71 + 12
Bowater ... 191 + 8	Thomson Org. ... 378 + 8
Brown (J.) ... 135 + 11	Watts Blake ... 910 + 20
Capper-Neill ... 61 + 6	BP ... 502 + 14
Catnham ... 120 + 12	Shell Transport ... 502 + 20
Dayson ... 441 + 4	Guthrie ... 175 + 30
GEI ... 152 + 3	Messina ... 162 + 7
GKN ... 394 + 5	Treas. 13pc 1993 ... 497.1 - 1
Hoover 1 ... 297 + 27	Trasim ... 152 + 6
London Prov. Shop ... 251 + 34	Blackwood Hodgec ... 405 - 5
Lucas Inds. ... 243 + 5	Weyburn Enginge ... 105 - 10
Lyons ... 155 + 20	De Beers Dft ... 195 - 10
Marlboro-Glacier ... 155 + 20	Durham Deep ... 360 + 30
National Carbonising ... 50 + 8	Falshora ... 150 - 18
Oralid ... 101 + 12	President Brand ... 682 - 18
Southval ... 235 - 15	

BUSINESS

Gold  
Mines  
Index  
drops 3.1

• GOLD rose \$1 to \$122. Fears of a worsening of the political situation in southern Africa prompted further small but per-



BY DAVID BELL

The Carter Administration to-day renewed its request that other strong industrialised countries should move swiftly to give extra stimulus to their economies.

Mr. Michael Blumenthal, US Treasury Secretary, told the voluntary notification in advance House Appropriations Committee that the Japanese and West German economies are expected to have "slightly slower" growth this year than last, and that Britain, France, Italy and other countries face "even slower growth in the period immediately ahead."

Therefore, "we are implicitly and explicitly asking" the stronger countries "to follow a course of stimulating their economies, much as we are proposing for the United States."

Mr. Blumenthal's remarks came during testimony by three senior economic officials of the new Administration about the \$3bn. economic stimulus now being considered by Congress.

Mr. Charles Schultz, chairman of the Council of Economic Advisors, said that, with the extra stimulus he now expected that, from the fourth quarter of 1976 to the fourth quarter of 1977, the economy would grow by between 5.75 and 6 per cent in real terms.

Without this stimulus, the real growth would not be above 4.75 per cent.

The Carter Administration would shortly announce a major strengthening of the role of the Cabinet-level Council on Wage and Price Stability, which will

WASHINGTON, Feb. 1.

Mr. Schultz, rejecting comparisons with Britain at one point, said that US industry was operating at only 80 per cent capacity, and that with unemployment at 7.8 per cent, there was plenty of room for expansion.

The Administration expected the inflation rate to rise somewhat in the next year, largely because food prices would be moving upwards, and not be having the moderating effect on the consumer price index which they had last year.

The cold weather was also likely to push some prices higher.

Mr. Blumenthal estimated that, including the new stimulus, the Federal deficit for fiscal year 1977 (which ends in October) will be between \$87bn. and \$95bn.

When the so-called off-budget financing (for such items as the Post Office deficit) is included, the Treasury's total financing need would be between \$77bn. and \$85bn.

The Treasury Secretary had no doubt that there would be ample funds available on the credit market to meet this demand.

Non-Federal demand for funds was likely to increase throughout this year and next. This year, some \$300bn. would probably be derived from all quarters.

But the size of the Federal deficit was temporary, and the demand would not "crowd out" other non-Government seekers of funds for consumer purchases.

All three witnesses—the third was Mr. Bert Lance, Director of the Office of Management and the Budget—stressed that the new programme would not be inflationary.

The new package has been strongly criticised by the AFL-CIO (the organisation which represents U.S. trade unions), which claimed that it does too little for jobs.

## Platform order for Scots in £200m. Ninian plan

BY RAY DAFTER, ENERGY CORRESPONDENT

CHEVRON oil exploration group is to spend £200m. developing the northern extension of its Ninian Field. The work will involve a £40m. steel platform, to be built in Scotland.

Chevron, as operator for the Ninian consortium, confirmed yesterday that it was settling the final details of the development programme. It was almost certain that the basic steel platform structure—known as a jacket—would be built at Highland Fabricators' Nigg Bay yard.

Industry estimates suggest that the additional work could bring the total cost of exploiting the field to well over £150m. The Government, through the British National Oil Corporation, is committed to spending more than a fifth of the £200m. as it is the biggest single equity holder in the field.

Provided that negotiations are successful, Highland Fabricators should receive a definite order within about a month. This is a crucial time for the yard, which is completing the second, southern platform for Ninian—due to be floated out in April. Without a new contract the yard would be in danger of joining Laing Offshore and Redpath Dorman Long in shutting down.

The platform should be completed and installed by the second half of next year, enabling production to begin in

justified the bigger platform expenditure.

Chevron said that with three production platforms, total recoverable reserves were 1.1bn. barrels. This made Ninian the third largest field in the U.K. sector after Brent and Forties.

The reserves appear to have been upgraded. When Chevron recently agreed to State participation, the Government estimated the Ninian reserves at about 950m. barrels, the same figure as quoted in the Department of Energy's digest of North Sea statistics. Privately, Chevron was quoting reserves of about 1.1bn. barrels whereas BP opted for about 900m. barrels.

The most optimistic public estimate given by a consortium member has been the 1.2bn. barrels quoted by Murphy Oil, which has a 7 per cent stake in the field.

Mr. David Steel, chairman of British Petroleum, of which BP has a 15 per cent stake in Ninian, hinted on Monday that further development was imminent. The expenditure will form part of the £2.7bn. U.K. investment programme planned by BP for the next five years.

The Ninian consortium had been considering the installation of sub-sea production units on the northern extremities of the field in blocks 3/3 and 3/8, but it was felt that the recoverable reserves

Continued on Back Page



## Tikoo plans nuclear tankers

BY STEWART FLEMING

MR. RAVI TIKOO, the London shipowner, signed a letter of intent to build in America the world's first nuclear-powered oil tankers. Each ship would be of about 600,000 deadweight tons, among the largest in the world.

The agreement is tentative. A spokesman for the builders, the Newport News Shipbuilding and Dry Dock Company, a subsidiary of the conglomerate Tenneco, emphasised that there were a number of obstacles to overcome before signing of a definitive construction agreement.

This, he said, might be signed by the end of the year and would provide for building of up to three vessels at a cost of \$250m. each. He added that the Tenneco subsidiary's shipyard was the only builder of nuclear-powered surface vessels for the U.S. Navy. It has built both cruisers and aircraft carriers with nuclear power.

The announcement contained no details of how the potential \$1bn. order would be financed or on what terms. It said the intention was to crew the ship with American seamen and use either U.S. or Caribbean terminals for unloading the oil, which would be brought from the Middle East.

The statement from Mr. Tikoo's U.S. corporation, Globitankers, raised a series of puzzling questions. One is that

it is hard to imagine any bank financing such a deal without Mr. Tikoo having a firm charter commitment for the vessels.

Tanker owners who have built ships in the past three or four years without a charter have difficulty raised in the preliminary agreement is the question and overcapacity in the tanker market, which even now leaves something like a quarter of world tanker capacity surplus to needs.

At present only 5 per cent is carried in U.S. ships, and degeneration requiring a move to a higher proportion might add to the prospect of such vessels being built.

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# How to live with a surplus.

BY PETER RIDDELL

THE DRAMATIC turnaround in financial markets in the last two months has removed some of the need for a "very short-term preoccupation" with the exchange rate only to bring to the fore awkward issues of medium-term economic strategy. Indeed, the potential conflict between the pressures to stimulate the economy in order to reduce unemployment and the need for a continuing high current account surplus was reflected in the speeches of both the Chancellor of the Exchequer and the Governor of the Bank of England on Monday evening at the Overseas Bankers' Club.

## North Sea

Mr. Richardson stated quite explicitly that the U.K. must move into "very substantial" current account surplus, and stay there for years." He pointed out that conscious decisions would have to be made to ensure that sufficient resources from the benefits of the North Sea go into improving the balance of payments.

The scale of the required surplus is suggested by the fact that between now and 1985, the U.K. will have to repay nearly \$20bn. of external borrowings already drawn or arranged. This consists of \$2bn. from the IMF drawn last year, the further \$3.9bn. from the Fund negotiated last December, the \$2.5bn. bank loan for the Government raised in spring 1974, \$9.6bn. for various public sector bodies from the Treasury exchange cover scheme (including the Iranian loan), and the \$1.5bn. medium-term debt announced last week.

Although some of this debt in practice may be replaced by new medium-term borrowings, obligations will in addition be generated to match reduction in official sterling balances under the new Basle scheme. Moreover, there is need to rebuild the external asset position and for a higher level of reserves. A surplus of between £1.5bn. and £1.8bn. a year (over \$2.2bn.) will be needed, until 1985, merely to repay these debts.

The bleak implications of these external objectives for the domestic economy during at least the next two or three years were

## Rectitude

These dangers have been recognized by Mr. Healey, but he may find it less easy to convince the TUC of the incompatibility of a stimulus to the economy now and a reduction in inflation. In the past, of course, Britain has only been able to sustain a surplus for a short time before the temptations of expansion and breaking out of the "stop-go" cycle have proved irresistible, and a large deficit has resulted. Indeed, the achievement of a surplus between 1968 and 1972 followed the stringencies of the 1967 devaluation and the Roy Jenkins era—remember the net repayment of Government debt in 1969-70. However, Labour lost the 1970 election and Mr. Healey and his successor (let alone the Prime Minister) may be keen to repeat the Wilsonian election record book than in a Gladstonian list of Chancellors of fiscal rectitude.

## TV/Radio

† Indicates programme in black and white.

**BBC 1**

9.15 a.m. For Schools, Colleges. 10.45 a.m. You and Me. 11.00 For Schools, Colleges. 12.45 p.m. News and Public Mill. 1.15 p.m. After the Trail. 2.30 p.m. For Schools, Colleges. 5.20 p.m. Region. News (except London). 5.55 Play School. 4.20 The Wombles. 4.25 Jackanory. 4.40 The Great Grape Ape Show. 5.55 John Craven's Newsround. 5.10 The Phoenix and the Carpet. 5.40 News. 5.55 Nationwide (London only). 6.20 Nationwide Goes West. 6.45 Holmes and Yoyo.

7.10 The Goodies.

7.40 Kojak.

9.00 News.

9.25 The Secret War.

10.15 Spesight.

11.20 Late News.

12.00 Regional News.

All Regions as BBC 1 except at the following times:

Wales—2.15-2.33 p.m. I Ysgolion.

The Wombles.

4.40 Crystal Tipts and Alstair.

4.45-5.00 Lion a Lwyd. 5.55-6.20 Wales To-day. 6.45 Heddw. 7.10-7.40 Pobol y Cwm. 12.00 News and Weather for Wales.

Scotland—10.23-10.43 a.m. 2.15-2.30 p.m. and 4.45-5.00 For Schools. 5.35-6.20 Reporting Scotland. 12.00 News.

5.55 Nationwide (London only).

6.20 Nationwide Goes West.

6.45 Holmes and Yoyo.

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## EUROPEAN NEWS

## SPAIN MOVES NEARER FREE ELECTIONS

## New plan to legalise political parties

BY ROGER MATTHEWS

ANOTHER IMPORTANT step towards free elections in Spain is being planned by the Government, partly in response to last week's outbreak of terrorist killings. Prime Minister Adolfo Suarez is believed to have completed plans for a new decree-law that will permit the rapid legalisation of most political parties, replacing the present regulations that have been widely rejected.

Instead of the still illegal parties having to seek official blessing, they will merely have to place their names on a register and submit their articles of constitution. It would then be up to the courts, and not the Government, to decide if a particular party was ruled out by the provisions of the Penal Code.

This formula is expected to satisfy many of the left-wing groups which have been refusing to seek legalisation under the current rules. With scarcely an exception, all left-wing parties are at this moment disbarred from competing in the elections, a situation that could not be allowed to continue if the composition of the new Parliament was to have any democratic credibility.

In Government circles it is being stressed that the Prime Minister and King Juan Carlos feel they have no alternative but to push ahead more vigorously with plans for the elections in order to avoid the impression of being pressurised by tiny extremist factions.

It is not yet clear whether the Government considers it necessary to make parallel changes in the Penal Code which specifically disbars parties of a totalitarian nature subject to International discipline. This was seen until now as the formula for preventing the legalisation of the Com-



A luncheon cheese roll for King Juan Carlos and a senior military officer during an official visit to an army base near Madrid.

unist Party. But if the courts was wavering over whether they were asked only to reach a judgment should be allowed to rule under a party's articles of the party banner, this would almost certainly open the door to the Cabinet to-day dealt at length Communists. It is already known with the law-and-order situation that the Government is prepared and a further meeting is scheduled to allow the Communists to put forward for Friday, when the full list of "independent" legalisation of parties is due to

The opposition parties' main negotiating team to-day formally requested another round of talks with the Premier to discuss the democratic guarantees they are demanding for the elections. Sr Suarez is understood to welcome the request and will move rapidly to meet it as a further example of his determination to continue with the liberalisation process.

Meanwhile, groups to the left of the Communist Party are continuing to bear the brunt of police arrests, as the hunt for terrorists continues. There is still no official statement on the numbers detained, although some people have only been held for 72 hours. In Barcelona, police announced they had detained 48 members of the Iberian Anarchist Federation and seized a quantity of explosives.

Several foreigners apparently involved in international extremist right-wing movements, it is believed to be on the point of expulsion and at least two have been jailed, while investigations continue into the murder of a student during a demonstration in Madrid nine days ago.

**UPI adds:** Detectives exchanged shots with unidentified gunmen early to-day in the Madrid working-class suburb of Canillejas, the national news agency Cifra said. The suspects escaped and there were no known injuries.

The newspaper Informaciones reported that on Sunday, police almost caught a member of the terrorist organisation, Grapo, after he was involved in a car accident. The report said he escaped even though injured he managed to escape.

**② Belgian Prime Minister Leo Tindemans today said he would back Spain's candidature for Common Market membership as soon as democracy had been established in the country.** Reuter reports from Madrid.

## Optimism on Malta economy

By Godfrey Grima

VALLETTA, Feb. 1. ANNOUNCING A £M103m. (£75.2m.) budget for the coming financial year, Maltese Finance Minister Dr. Joseph Abela told Parliament last night that, in many respects, the island's economy was developing at a better rate than expected, given the problems created by global inflation and recession.

Tax increases were mild and limited, and a few social benefit reforms were made. Dr. Abela reported that the gross domestic product was growing at an annual rate of 18 per cent

## Iran threatens Dutch trade boycott

THE HAGUE, Feb. 1.

HOLLAND to-day denied that "Press reports to the contrary do not should the Dutch authorities officially requested an allegedly wrong," he said. The President of the Iranian anti-Iranian amnesty International conference, scheduled to be held in Amsterdam on Tuesday, said yesterday to be banned. A boycott of Dutch consumer boycott of Dutch exports has been threatened in products and services would be called in Iran if Holland did not national and it is aimed, as part of an international amnesty programme, at attracting publicity to the alleged repression of political prisoners in Iran and to the violations of human rights there. A number of people have been invited to participate in including: participants from Iran and organise a boycott of Dutch political prisoners.

"There have been no official contacts between our two governments about the affair," a UPI Foreign Office spokesman said. Michael Van Os writes: The Iranian ambassador in The Hague and neither did the Tehran that the Iranian Government approach sumers' Council there would

organise a boycott of Dutch pro-

## MARINE MIDLAND BANKS, INC.

CONSOLIDATED BALANCE SHEET • DECEMBER 31, 1976 (in thousands of dollars)

Assets	
Cash and due from banks	\$ 1,382,537
Interest bearing deposits with banks	976,381
Trading account securities	50,746
U. S. Treasury	605,289
U. S. Government agencies and corporations	129,181
State and municipal obligations	566,105
Other securities	146,239
<b>Total investment securities</b>	<b>1,446,814</b>
Loans in domestic offices	3,754,720
Loans in foreign offices	1,805,470
Mortgages	874,875
<b>Total loans and mortgages,</b>	<b>6,435,065</b>
Less unearned income	91,308
Less-reserve for loan losses	
Loans and mortgages, net	6,343,757
Federal funds sold and securities purchased	
Under resale agreements	4,687
Direct lease financing, less unearned income and reserve for losses	50,734
Premises and equipment	134,769
Customers' acceptance liability	150,353
Interest receivable	93,145
Other real estate owned	33,942
Deferred charges and other assets	51,016
<b>Total assets</b>	<b>\$10,718,881</b>
Liabilities	
Demand deposits	\$ 2,985,721
Personal savings	2,115,223
Other time deposits	1,274,755
Deposits in foreign offices	2,719,320
<b>Total deposits</b>	<b>9,095,019</b>
Federal funds purchased and securities sold under repurchase agreements	564,826
Other funds borrowed	91,524
Interest, taxes and other liabilities	156,397
Acceptances outstanding	152,506
Notes and mortgages payable	29,627
Debentures	200,000
<b>Total liabilities</b>	<b>10,289,899</b>
Capital	
Preferred stock	2,444
Common shareholders' equity:	
Common stock, \$5 par:	
Authorized — 20,000,000 shares	62,562
Issued — 12,512,476 shares	110,732
Capital surplus	254,191
Retained earnings	
Less — common stock in treasury, at cost — 29,710 shares	(947)
Total common shareholders' equity	426,538
Total capital	428,982
<b>Total liabilities and capital</b>	<b>\$10,718,881</b>

Securities and other assets carried at \$1,100,680,000 are pledged to secure public deposits and for other purposes, including securities sold under agreements to repurchase.

## MARINE MIDLAND BANKS, INC.

140 Broadway, New York, N.Y.  
10015 and One Marine Midland Center, Buffalo, N.Y. 14240.  
316 Offices in 212 New York State Communities.

## Prague attacks Western interference

PRAGUE, Feb. 1.

THE COMMUNIST Party newspaper Rude Pravo to-day accused Western politicians and officials of interfering in Czechoslovakia's internal affairs by expressing concern for the fate of dissidents in this country.

Among those named by Rude Pravo are Austrian Chancellor Bruno Kreisky, Norwegian Prime Minister Odvar Nordli, the U.S. State Department and Mr. George Meany, president of the U.S. AFL-CIO trade union federation.

The newspaper accused

the U.S. State Department of

purposely using false information in a statement it issued last week charging Czechoslovakia with violating agreements made at the 1975 European security conference in Helsinki.

Reuter

Leslie Cottrell writes from Prague: Mr. Jiri Hajek, the spokesman for Charter 77, who was summoned to the public prosecutor's office yesterday to be told that his movement was illegal, said later that he believed the authorities were "trying to find a legal basis to prevent further activities by the civil rights movement."

He said he was not told

specifically what laws the civil

rights members are breaking.

He was merely told that the

movement contravenes Article 4 of the Czech constitution,

which establishes the "leading role" of the Communist Party.

Mr. Hajek told the official he

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## OVERSEAS NEWS

## Security tops Sarkis-Assad talks agenda

BEIRUT, Feb. 1.

LEBANESE PRESIDENT Elias Sarkis is to visit Damascus to-morrow for talks with President Hafez al-Assad on what has been described as a major question of security. Mr. Sarkis is expected to be accompanied by Foreign and Defense Minister Fuad Butros and Col. Ahmed al-Hajj, the Lebanese commander in the U.S. Arab peacekeeping force in Lebanon, to visit Damascus and Jerusalem.

It was reported that Mr. Sarkis will be Mr. Assad's first visit to Damascus since his election in September and it is understood that progress is being made in the security situation in Lebanon, with Syrian troops sent to the southern border area to maintain law and order. The Arab force will top the agenda.

The next move in the security plan will be the application of the Cairo agreement between the Lebanese Government and the Palestine Liberation Organisation which regulates Palestinian presence in Lebanon.

Another major topic for discussion is south Lebanon. The demonstration was in support of the 400 Arabs held in Israel's Ashkelon prison on security charges.

## Thai army radio station shut after PM attacked

BY RICHARD NATIONS

BANGKOK, Feb. 1.

THAILAND'S popular ultra right-wing Armed Forces Radio Station closed down to-day, the student uprising in October a surprise move which many observers see as indicative of growing division between Prime Minister Thamn Kraivichien and some of the military groups that put him in office, following last October's coup.

The Armed Forces Radio Station—which played a key role in mobilising the popular right in the bloody confrontation with university students during the coup—has grown stridently critical of Prime Minister Thamn and his government recently.

However, it has not been alone. The Government has reacted by closing down both the right-wing mass circulation Daily Times and the weekly magazine Paitin. The increasing signs of disquiet in the army are widely seen as arising from the return of Kuan Yew is over on February 3.

## Fraser considers oil price rise

BY KENNETH RANDALL

CANBERRA, Feb. 1.

THE Australian Government certain implications of to-day began considering a new remandation made to the Government structure for indigenous crude oil by its industries of pricing, aimed to eventually Assistance Commission. These were that the present produce full parity with world prices. Reports from to-day's price of \$A2.33 a barrel (about Cabinet meeting indicated 21 per cent of the average world general acceptance of the move price) for crude from the major towards world parity, but some known fields are raised to 27 per cent of the average world price from the beginning of this year, and then progressively to 49 per cent by the end of 1980. Full parity was envisaged no later than 1985.

The Prime Minister, Mr. Malcolm Fraser, said in a statement to-night that a small committee of permanent heads of key Government departments had the discussions begun to-day been asked to report urgently on what was emphasised by the IACs

## Australian strike rise

BY OUR OWN CORRESPONDENT

CANBERRA, Feb. 1.

AUSTRALIAN industry lost 2m. working days in the September quarter last year—the highest figure since the March quarter of 1974, according to official figures released today. Strikes throughout the country over arbitration machinery. Government changes to Medicare, the national health insurance system, were responsible for the loss of 78 per cent of the time lost. Industrial Relations, Mr. Tony Street, said that "hundreds of thousands" of unions had lost wages. The latest figures are mainly written to him claiming that responsible for the Government's decision to-day to establish a new industrial relations body, the Australian Industrial Relations Commission, which has been widely strike.

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3-6 FEBRUARY 1977

## ITALIAN KNITWEAR MARKET EXHIBITION

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THE KNITWEAR MARKET THAT MEETS  
THE REQUIREMENTS OF  
THE MOST QUALIFIED BUYERS

ON OTHER PAGES  
International Company News  
Breakthrough at Alfusad  
Thyssen Bond move likely 23/24  
Farming and Raw Materials  
U.S. farm export pledge  
Australian wool stock cut — 29

## How the world appears to Rhodesia's whites

BY BRIDGET BLOOM, AFRICA CORRESPONDENT IN SALISBURY

JUST OVER a week ago, Mr. Ian Smith rejected out of hand Britain's new proposals for an interim Rhodesian government. They would, he said, have led to "chaos" and the rule of a "Marxist" indoctrinated minority."

But the Rhodesian Prime Minister could just as well have made a nationwide broadcast accepting the proposals, at least as a basis for further negotiations. He could have said that they were by no means satisfactory; that they departed in crucial ways from the Kissinger plan which he had agreed to four months ago; but, that in the interests of peace in Southern Africa, he was prepared to go back to Geneva to try to get a package which would be acceptable to all "moderate Rhodesians."

It was reported that Mr. Sarkis will discuss with President Assad in September and it is understood that progress is being made in the security situation in Lebanon, so that it may be sent to the southern border area to maintain law and order. The Arab force will top the agenda.

The two leaders, informed sources added, will co-ordinate their stand on current moves towards a Middle East settlement.

Reuter reports from Tel Aviv: "Israel border police to-day fired tear gas at striking Arab high school students in Nablus, largest town in the occupied West Bank."

The demonstration was in support of the 400 Arabs held in Israel's Ashkelon prison on security charges.

By Our Own Correspondent

BEIRUT, Feb. 1.

IRAQ AND the Soviet Union are co-ordinating their Arab and Middle East policies with a reported promise by Moscow to help the regime of President Ahmed Hassan al-Bakr out of its domestic problems. This is the gist of the current visit to Moscow by Mr. Saddam Hussein, the vice-chairman of the Iraqi ruling Revolutionary Council, according to informed diplomatic sources here.

Mr. Hussein, who arrived in Moscow yesterday, is accompanied by Foreign Minister Dr Saadoun Hammadi and a military delegation. Observers noted that Iraq and the USSR have something in common regarding the Arab world—both are isolated. Iraq has been kept out of inter-Arab contacts and meetings aimed at the formulation of a common Arab strategy on the Middle East. The Soviet Union has received sharper criticism from Egypt, following the recent riots there for which Soviet-oriented Egyptian Communists were blamed. Soviet-Syrian relations have suffered over Moscow's criticism of the Syrian role in Lebanon.

Iraq is Moscow's main Arab ally. Both have given indications that they are suffering because of the rising influence of Arab conservatives under the leadership of Saudi Arabia.

## Iraq and USSR draw closer

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## New stability in Peking leadership

By Colin MacDougall

GROWING STABILITY in the leadership in Peking is indicated by the appointment of a new Minister of Education, Liu Hsiao-yao. A former Minister, he was variously reported dead or disgraced last year after the Gang of Four radicals attacked him as a follower of former Vice-Premier Teng Hsiao-ping for trying to reverse the Cultural Revolution reforms in education.

Peking's ability to settle a posting in a controversial area like education suggests that Chairman Hua Kuo-feng has made some progress in ironing out leadership problems in the Chinese Hierarchy's second rank.

Liu was previously Minister of the Second Ministry of Machine Building, which may be the Ministry concerned with nuclear development. His new appointment suggests Peking intends education to take a more technical direction. This trend is reinforced by the recent transfer of a Minister for Economic Relations with Foreign Countries, Fang Yi, to a vice-president's post in the Chinese Academy of Sciences.

As Fang Yi has 30 years' experience of economics in the Chinese Government, his transfer looks like a move to ensure the Academy plays a useful role in development.

## Iran loan for Senegal

IRAN has approved a government loan of \$40m towards the capital of a joint company building an oil refinery in Senegal. The loan will carry a fixed annual interest of 8 per cent. Under the agreement the capital of the joint company, Iranseco, was fixed at \$80m, with provision for increasing the capital to \$100m.

response would be positive. Were they misled by Mr. Smith or did they perhaps fail to appreciate fully Rhodesian political realities?

The British and U.S. governments and most commentators tend to think that Mr. Smith, his colleagues and his white electorate cannot help but see that majority rule in Rhodesia is inevitable. Time is fast running out, and with each round of settlement talks the terms offered to the Rhodesians have got tougher, as African victory gets nearer. Mr. Smith has always seemed to the West to be acting irrationally in refusing the offers of settlement made over the past 11 years: on each occasion, including the last, it has seemed to those negotiating with the Rhodesians that they would be much better off settling, pleasant and obedient Africans within their own country. Most whites still meet white there was still time to save something for themselves.

But the white Rhodesian's perception of reality is different. It seems to start from a belief that majority rule, at least as a stable civilised standard, cannot "protect" the material well-being of the white population. They do not see that they must change, and that blacks must have a greater share of power and be seen to be in positions of importance (if not of great influence)—if the tide of nationalism is now to be stemmed.

They are bolstered in this belief by their relationship with

Africans "within their own country. Most whites still meet

white there was still time to save something for themselves. Thus the Rhodesian Government's strategy is to get on its side those outsiders who can help them stand—and perhaps ultimately even stop—the tide. These are notably South Africa, without whose material support Rhodesia would collapse, and most of the rest of the world, seen as demagogues who are not the real African leaders seen standing of African nationalism, as being the tribal chiefs, who

Mr. Smith was delighted when Dr. Kissinger began to interest himself in Africa last year. His acceptance of the first point of the Kissinger plan, majority rule within two years, might have seen a dramatic reversal of Rhodesian Government policy. But as Mr. Smith interpreted the plan, two objectives were achieved. First, for the period of two years is a long time in politics, control effectively remained with white Rhodesians; and second, the settlement (and thus white Rhodesia) seemed bound to be under the "protection" of Washington.

The recent British proposals based on them (which would bring in the "Marxist indoctrinated minority") would be aimed not only to South Africa, but also to American interests in the whole of southern Africa. While Mr. Smith has no doubt been comforted by the reaction of Mr. Vorster, the South African Premier, at the weekend, he may find that he has seriously misjudged the attitude of the new U.S. administration, whose pronouncements so far suggest that it will be much tougher on white minority rule than its predecessor. But whoever tries to restart negotiations between the Rhodesian government and black nationalists must do so with their eyes open.

London, Washington, Lusaka and even Salisbury might seem to have the same ultimate aim of a peaceful, stable and hopefully multi-racial Zimbabwe. But the realities as perceived in Salisbury and the rest of the world remain light years apart: So far apart that, without massive pressure from the U.S., it is unlikely that Rhodesia will be able to exert its power over South Africa. And he seems to have reckoned that it will be rejected toughly to them, he might convince both South Africa and the U.S. that a settlement down.

The recent British proposals (even though they were seen by London as merely a basis for negotiation) would, in Mr. Smith's eyes, have introduced far more than the essentially cosmetic changes which he followed from the Kissinger plan.

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## Decision against Botswana hot pursuit

## AMERICAN NEWS

## Winter tightens its grip on U.S.

By David Bell

WASHINGTON, Feb. 31.

MORE SNOW fell last night on the American Midwest, which has been hardest hit by this winter's unusually cold weather. And the South was also badly affected yesterday when a blizzard dropped up to 13 inches of snow over the region.

In the State of Ohio more than 400 families have now been evacuated from rural areas because of shortages of fuel oil or propane gas. There are reported to be well over a million out of work in that State alone and the number there and elsewhere is growing rapidly.

Governor George Wallace of Alabama has today ordered all stores in the State to go on to a four day 10-hour-a-day work week to conserve fuel. In Virginia there are fears that the State's reserves of fuel oil will be exhausted in 10 days if the cold weather continues.

With no sign of a let-up in the weather the gas company that supplies many industrial consumers in Indiana announced that it would be curtailing supplies for the rest of this month. This cutback is likely to affect the state's important steel belt and could be the forerunner of worse to come in other states.

Prolonged closures of this kind could begin to have serious effect on the economy, but so far there have not been any indications that other natural gas companies



Going shopping: Mr. Ken Stranger of Buffalo, New York, with extraordinary protective clothing to guard against the low temperature and high wind that combined to give the area a so-called windchill factor of 40 degrees below zero Fahrenheit.

intend to follow suit.

Meanwhile, the Senate has passed President Carter's emergency natural gas Bill which is designed temporarily to deregulate the price of natural gas and to allow it to be shipped across the shortage.

## NYC faces end to federal aid

By STEWART FLEMING

THE POWERFUL Senate Banking Committee, which is headed by Sen. William Proxmire, is recommending that New York City should not be given more federal aid when the existing agreements expire in June 1978.

The recommendation, which includes an opinion that Congress would not approve additional aid, comes on the eve of a court hearing on Thursday. At the Court of Appeals hearing the City is expected to produce plans to repay debts of about \$1bn.

The banks have also proposed the City's finances is whether the Court will accept an incomplete proposal for repaying the \$1bn. essential element in any plan to restore sufficient confidence in another fiscal crunch.

## \$345bn. spent on arms in 1976

By DAVID BELL

THE NATIONS of the world roughly twice as much as the spent an estimated \$345bn. of arms sold by the Soviet arms in 1975, the U.S. Arms Control and Disarmament Agency's Mr. Jimmy Carter, the U.S. President, has already latest report on world arms announced that he intends to cut U.S. arms sales and hopes to get permission from the State Department before they could even approach a foreign customer.

In 1975, the last year for which full figures are available, his lead. Last year the U.S. total arms sales reached the almost certainly sold more arms in conventional arms is flourishing highest level ever recorded with that is, in 1975 and Mr. Cyrus Vance, the Secretary of State, the degree to which weapons transfers may increase regional transfers may increase regional way with sales of some \$4.4bn. day that he is considering a tens and the likelihood of open war.

## ANGLO-CHILEAN RELATIONS

## Trade, but no friendship

By ROBERT LINDLEY, RECENTLY IN SANTIAGO

BRITAIN'S diplomatic relations pressure is given much credit for mainland with Gen. Pinochet, which remain unimproved the slight relaxation of the handed him a report aboard the British ambassador in Santiago, last 12 months and for the release of the majority of the political drawn because the Pinochet prisoners. With the New Year, the rival regime would not apologise for having tortured a clause of Britain and Chile in British physician, Dr. Sheila the Antarctic were brought to the forefront again by President Cassidy. Dr. Cassidy's error—the British government says—was to have treated a wounded man, Mr. Nelson Gutierrez, one of the two top of "Chile's Antarctic" and most leaders of the Castroite MIR organisation, without reporting it to the authorities. She was arrested in October 1975, by Dina, the Chilean secret police. She subsequently said that she had been tortured five times with an electric goad before being deported.

The Labour Government accepted Dr. Cassidy's accusations that she was tortured and Mr. Seconde was recalled to London, leaving on December 31, 1975. He never returned and technically ceased to be ambassador to Chile last July. So Britain's relations with Chile are worse than its relations even with Argentina. Mr. Derick Rosslyn Ashe, at the Argentine Government's request, was withdrawn about the same time from Buenos Aires (during a fire-up in the dispute about who owns the Falkland Islands). He was Mr. Seconde's colleague at the British Embassy in Santiago. But Mr. Ashe, although he has never returned, technically still is ambassador to Argentina.

## Disappearance

British relations with the Pinochet regime have been further worsened by the disappearance, after he was arrested in November 1974, of Mr. William Beddoe, a British subject born in Chile. Mr. Beddoe is also a member of the Chilean MIR, a friend of Mr. Andres Pascual Allende, the leader of the MIR, now in Cuba.

A source close to the British embassy in Santiago, where a chargé d'affaires, Mr. Keith Haskett, has been in charge for the last year, says that the embassy has continued to make representations to the Pinochet regime about the human rights situation in Chile, formally, informally, incessantly. So have a number of other embassies. Although the Chilean Government denies it, this diplomatic who returned to the Chilean British imports.

## Mackenzie pipeline backed by judge

By Jurek Martin, U.S. Editor

WASHINGTON, Feb. 1.

A FEDERAL Power Commission law judge in Washington has endorsed the Mackenzie River pipeline route as the best way of transporting Alaskan natural gas resources to the American market.

This is an important, but not necessarily critical, role in the American administrative machinery which is giving its best towards the Alaska pipeline. The law judge's ruling is bound to carry weight with the full Federal Power Commission which must submit its recommendations to President Carter by May 1. Public hearings will be held on the matter before then.

The President's verdict, however, must stand under the terms of last year's Alaskan Gas Act, to be approved within 60 days by a joint resolution of both Houses of Congress. There has already been considerable lobbying on Capitol Hill by advocates of the three principal pipeline proposals and this is likely to intensify in the months ahead with the outcome by no means certain.

Construction of the Mackenzie river pipeline also requires the approval of the Canadian government. Washington and Ottawa are consciously trying to work more or less in step on this process. The Canadian government has said it expects its National Energy Board to reach a determination by this May but has been carefully avoiding making any statements that might be construed as interference in the Canadian regulatory process.

The FPC law judge's recommendation follows a similar endorsement by a committee staff report and is essentially based on the conclusion that the Mackenzie river pipeline would be built by an Anglo-Canadian consortium known as Arctic Gas could deliver more gas more cheaply to the American market than its two competitors, El Paso, natural gas and Alcan pipeline.

The key question hanging over the City's finances is whether the Court will accept an incomplete proposal for repaying the \$1bn. essential element in any plan to restore sufficient confidence in another fiscal crunch.

The banks have also proposed

the City for it to be able to raise finance on the public bond market. But union leaders appear to be opposing such a move, fearing that it would inhibit collective bargaining particularly if the monitoring agency was given powers to enable it to block city spending.

At present, therefore, it is unclear what plans the City will put to the Court on Thursday, and the general belief is that its proposals can only be preliminary and not definitive.

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## HOME NEWS

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# Computer companies in merger talks

BY MAX WILKINSON, INDUSTRIAL STAFF

INTENSIVE merger talks are spite of its relative simplicity, under way between Office and Electronic Machines and Triumph Adler's U.K. subsidiary, Adler Business Systems.

The two companies are under strong pressure to reach agreement before April, when Triumph Adler plans to launch a new range of small office computers. As yet, the company has not solved the problem of who will market the range in the U.K.

At present, OEM sells Adler typewriters and the company's smallest office computer, the TA 10. However, the more sophisticated TA 1000 is sold by the Triumph Adler subsidiary, ABS.

The new computer range will be marketed between the two, with £3,500-55,000, depending on the application. It is to fail to fit neatly into the marketing organisation of ABS or OEM.

On the one hand, OEM lacks technical expertise for market launching a computer system which, in

standing friendship between OEM's chairman, Mr. Erich Marcus, and the chairman of Triumph Adler, Mr. Gerd Weers, which has been reinforced by OEM's impressive record of selling Adler typewriters in the U.K.

A general shift of OEM's business towards small computers would also make sense to Triumph Adler, because half its total sales are now in the electronic rather than the mechanical side of office equipment.

However, the present talks have been complicated by long-term uncertainty about what will happen to OEM when Mr. Marcus retires.

There is at present no obvious heir-apparent, and the business still depends very much on the stamp of Mr. Marcus's personality.

For this reason, Triumph Adler may wish to take a substantial equity stake in OEM, or at least make sure that the company's future is mapped out in outline.

In 1975, OEM's turnover was nearly £12m, a figure which is expected to show a substantial increase in the results for 1976. Sales of ABS at present are about £2.5m.

Yesterday, Mr. Marcus would only say that talks were continuing. Triumph Adler would make no comment except that their customers' interests would be guaranteed, whatever arrangement was eventually agreed.

"They should satisfy themselves that the patient has understood what he is agreeing to and any risks or discomforts involved, and that he is entitled to withdraw at any time."

Nurse managers, it is advised, must satisfy themselves that the achievement of the project's aims by the means proposed is possible and that the research project will not impose unnecessary hardship or an unacceptable increase of work on the subjects of the study or on the staff.

"In reaching these decisions the nurse must take account of other research which may be in progress, and may find helpful the assistance of an experienced researcher or research committee."

"Information which is confidential to them as nurses cannot be made available to the research team unless this has been previously agreed by the nurse in consultation with an ethical committee."

"Data collected for a research team is confidential to the research team and cannot be used in daily work or for any other purpose without the permission of the head of the research team and the subject."

*Ethics Related to Research in Nursing*, Royal College of Nursing, Royal College of Nursing of the U.K., Henrietta Place, Covenish Square, London, W.I. 25p.

## Guidelines laid down for research nurses

BY JAMES MCDONALD

NURSES undertaking research or any study concerning patients, must be satisfied, before agreeing to any project, that the knowledge sought is not already available," the Royal College of Nursing says.

This is one of the guidelines laid down for nurses involved in this field. In a pamphlet produced by the RCN research society entitled *Ethics Related to Research in Nursing*.

It is believed to be the first guidance for nurses in the U.K. involved in such research.

The document divides the subject into three parts: Nurses undertaking research; nurses in positions of authority where research is being carried out; and nurses practising in places where research is being carried out.

"The integrity of the researcher demands that the nurse must not overstep the bounds of her competence and those learning research should only work under the guidance of an experienced researcher," the document says.

"The nurse-researcher's relations with sponsors, employers and colleagues call for the terms under which research is being carried out to be stated in a clear way with as much detail as possible to avoid misunderstanding."

Nurses working in situations where research is taking place may be called on to act as witnesses that "free and informed

consent" has been obtained from patient-clients in relation to research.

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## New effort to sell five remaining Concordes

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

CONCORDE manufacturers, British Aircraft Corporation and Aerospatiale of France, have set up a new organisation to sell the five aircraft now in production.

Mr. R. J. Gladwell, hitherto vice-president of BAC (USA), will head the organisation with M. Philip Lebouc of Aerospatiale as his deputy. The new group will be responsible for selling or leasing the aircraft, which are the last of the 16 production Concorde originally authorised.

Of those 16, five have been bought by British Airways and four by Air France. Two more are unlikely to be used for airline operations, because of the cost of updating them to airline standards. This leaves five Concorde, all still on the production line, worth about £125m.

Until they have been sold or leased the British and French Governments are unlikely to finance further production and to

preserve Concorde employment — hence the new drive to dispose of the aircraft.

BAC and Aerospatiale are already running down their labour forces at Filton and Toulouse.

The decision to promote sales of Concorde comes only 10 days before the decision (on February 10) by the Port of New York Authority on whether Concorde can operate through Kennedy Airport.

If the authority permits Concorde flights it could transform not only the aircraft's operational profitability in airline service, but also its sales prospects.

Flights between London and Paris and New York would considerably increase the aircraft's annual utilisation (the number of hours flown) and encourage other aviation authorities around the world, notably in Tokyo, to allow the aircraft into their airports.

## HOME CONTRACTS

## Tyne & Wear awards £6m. Metro orders

The award of contracts for work on the Tyne and Wear Metro, totalling nearly £6m, has been announced. Contracts worth £4.5m from the Central Electricity Generating Board for circuit-breakers and associated equipment for a complete outdoor 420/300 kV metal-clad switching station at St. John's Wood, N.W. In addition, Parsons Peebles Power Transformers will supply four transmission auto-transformers worth about £2m. for this installation.

**HAWTHORN LESLIE**, Newcastle, has won sub-contracts worth £1.5m. to build four new Sulzer slow speed marine diesel engines for SD-14 cargo ships on order to Austin and Pickersgill, Sunderland. The company already has six similar engines on order for SD-14s.

**GEC ELECTRICAL PROJECTS** has received orders for electrical drives, associated equipment and services worth more than £400,000 as part of the National Coal Board's mine-and-mining modernisation programme. They cover the complete design, manufacture, erection and commissioning of drives for eight installations at six collieries. The equipment, to be commissioned during 1978, will be manufactured at GEC factories in Rugby, Stafford, Broadstairs, Kedgrave and Manchester.

**REYROLLE AND CO.**, part of the Roylco Parsons Group, has received an order worth about

## Accountants protest over tax proposal

BY MICHAEL BLANDEN

ACCOUNTANTS HAVE added their weight to strong criticism expressed by exporters and bankers to the new proposals for taxation of U.K. employees working abroad.

The Consultative Committee of Accountancy Bodies, representing the top six professional groups, has welcomed the Government's intention to improve the tax position of such employees. This was expressed by Mr. Denis Healey, the Chancellor, in his December speech introducing the economic package. But the committee objects to the detailed proposals which have been put forward by the Inland Revenue.

The accountants argued that the new relief should apply where an employee of a U.K. company spends 30 days abroad in aggregate during a tax year.

The new division will eventually have its own managing director — although this position will be taken temporarily by Mr. David Abell, the head of Special Products — and will incorporate an export company called Aveling-Barford International.

The four constituent companies in the group are Aveling-Barford, of Grantham; Aveling Marshall, of Gainsborough; Goodwin Barsby, of Leicester; and Barfords of Belton, near Grantham.

As part of the reconstruction

was intended to establish a divisional parts and service company, although responsibility for U.K. sales remains with Aveling-Barford. Aveling-Marshall, and Barfords.

Mr. Abell said yesterday that exports and overseas sales of the four companies amounted to £33m. in the financial year up to the end of last September.

The team will investigate the cases and radioelements present in the springs at Bath and in the wells, Bristol, which it says have been in existence for about 100,000 years. It is also likely to

some of the lost ground as a wall and at water sources in the result of the restatement of the Hampshire basin.

## Leyland forms new export division

Financial Times Reporter

THE CONSERVATIVES have

lost their commanding lead over

other parties in Scotland, and

support for them is now lagging

behind that for the Nationalists.

A poll in the Glasgow Herald

yesterday substantially restored

the neck-and-neck running which

was the case for most of last

year, and illustrated the differ-

ence between Scotland and the

rest of the U.K. where the Tories

still lead.

Compared to November, when

a similar poll showed the Con-

servative support at 35 per cent,

the party has dropped to 29 per

cent.

The losses are mainly to

Labour, which now has 28 per

cent, against 24 per cent. in

November. SNP support was 33

per cent. (32 last time), Liberals 6 (7) and the breakaway Scottish

Labour Party 4 (2).

The decline in Tory fortunes

was expected by party leaders

and shows the dislocation

engendered by the Shadow

Cabinet's decision to oppose the

Devolution Bill on second read-

ing—a move which led three

front-bench Scottish spokesmen

to resign.

Mr. Michael Ancram, vice-

chairman of the party in Scot-

land, said reports from

candidates indicated that the

party was beginning to win back

support at water in granite in Corn-

wall, and at water sources in the

result of the restatement of the Hampshire basin.

## Support for Tories lags in Scotland new poll shows

BY RAY PERMAN, SCOTTISH CORRESPONDENT

Conservative commitment to a

directly-elected assembly.

Mr. Stephen Maxwell, SNP

spokesman, declared that the

poll showed that Scottish opinion

realised how divided and

irrelevant the Conservatives were

on devolution.

Mr. Alf Young, Labour Party

research officer, thought people

were turning to the Labour

Government as the best chance

of economic recovery because of

its understanding with the

unions.

## Researchers in hot water

BATH'S FAMOUS hot springs

are to be investigated as part of

a long-term national strategy to

seek alternative sources of

energy. Research into the pos-

sible uses of geothermal energy

will be carried out at Bath Uni-

versity with a £9,000 grant from

the EEC and the Department of

Energy.

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result of the restatement of the Hampshire basin.

# WHICHEVER WAY YOU EXPORT TO THE USA THE CHANCES ARE IT'S COSTING YOU TOO MUCH.

Ask your cargo agent about the new British Airways Government approved contract and commodity rates from the UK to the USA. They're much lower and more flexible than previous air cargo rates. For example, now you can fly goods direct to New York for as little as 30p/kg\*. British Airways Advisory Service (David Ross or Alan Pollard) on 01-759 9403. cargo

\*Containerised cargo subject to a minimum contracted annual tonnage.

## HOME NEWS

# State's N. Sea tax take may be £5.5bn. by 1980

By RAY DAFTON, ENERGY CORRESPONDENT

THE GOVERNMENT'S tax take from North Sea oil and gas development is expected to total £5.5bn. up to 1980. During the early 1980s the receipts should rise to an average £3.5bn. annually.

The figures were given yesterday by Mr. Anthony Wedgwood Benn, Energy Secretary, who said that the revenue must be used to help pay Britain's debts, to create new jobs, to revitalise industry, and pave the way for the long-term improvement of living standards.

While the income was substantial — £5.5bn. in the years leading up to 1980 — it would not itself transform the U.K. into a rich country. Nor was it expected to last on a large scale into the next century.

Britain should take a leaf out of the OPEC countries' book and that misjudgment.

## Good year ahead for hotel industry

By Arthur Sandies

BRITISH HOTEL profitability, in the doldrums because of overcapacity and rising costs, looks like improving dramatically in 1977. The 1975 tourist boom is clearly going to extend into 1977 — with London hotels already heavily booked for much of the summer — and falling interest rates are easing the financial burden.

So well are the forward bookings coming in, that the British Tourist Authority is struggling to prevent the idea spreading abroad that the U.K. will have "house full" notices up in the summer.

"There is little doubt we will have a very good year," said Mr. Len Lickford, director-general of the BTA, yesterday. "But to say you are full up too soon in the year is a bad mistake. All sorts of things can happen."

The fall in the value of sterling last year helped to spread the impression of the U.K. being an inexpensive destination. This image will continue to have an effect whatever happens to exchange rates this year.

Mr. Mervyn Greene, a consultant, says that although the 1976 collapse of the pound had immediate results, "the real impact on foreign tourism is going to snowball with a lead time of up to two years which will really benefit 1977 and 1978."

Mr. Greene reckons that hoteliers will have to beware of increasing their rates too much.

## Insurance brokers set up new body

By ERIC SHORT

THE FOUR insurance broking organisations in the U.K. yesterday announced establishment of a Registration Council to control brokers.

One of the main tasks of the newly formed association will be subject to any controls or of this Registration Council once registration and the professional representation has been and to nominate 12 members.

So far the brokers have not arranged for the establishment of a scheme. This they have done and at the same time moved towards co-ordinating their operations.

It resulted in the formation in January, 1976, of the British Insurance Brokers' Council, composed of representatives from the four organisations. The Council has since produced its plans for self-regulation and has negotiated with the Government on behalf of brokers. BIBA will take over the work and responsibilities of the Council.

The brokers' proposals have been incorporated in the Insurance Brokers (Registration) Bill, a private member's Bill, introduced by Mr. John Page, Conservative MP for Harrow West, which had its second reading last Friday. The Bill, which is sup-

### Do-it-yourself — rent free

COUNCIL HOUSE tenants in the Bolsover district of Derbyshire are being offered rent-free weeks in return for "do-it-yourself" home repairs. The district council is using 100 families as "guinea pigs" in the experiment.

### Derbyshire 10% rate rise

A TEN PER CENT. rate increase was voted yesterday by Derbyshire County Council's finance sub-committee.

If accepted by the council it will increase the rate precept by 6p in the pound, to 6p. It will mean that the average domestic ratepayer having to pay an extra

£130,000 for Match Play

By Michael Thompson-Noel

COLGATE-PALMOLIVE, whose world spending on sport approaches \$3m., is to be the new sponsor of the World Match Play Golf Championship at Wentworth in succession to Piccadilly.

Colgate said yesterday that it would boost total Match Play prize money from £75,000 to £130,000. The winner would collect a record first prize of £30,000. The field was to be increased from eight to 16.

Mr. David Foster, the Colgate president, said in London that his company was "delighted" to take on the Match Play commitment. Colgate's sponsorship is guaranteed for three years with further options, and will cost Colgate about £175,000 this year.

The company already sponsors the Penfold PGA Championship. The total amount of sponsorship in the European golf circuit this year comfortably exceeds £1m.

Colgate's sponsorship programme extends to most big sports in most parts of the world. It supports major golf tournaments in the U.S. and Australia and backs the £800,000 Grand Prix in men's tennis as well as a £400,000 series of international women's tennis.

The World Match Play Championship will be played at Wentworth from October 5 to 8.

### Rolls-Royce in new Viper engine pact

By Our Aerospace Correspondent

ROLLS-ROYCE has signed an agreement for continued production under licence in Italy of the Viper jet engine.

The deal, with Piaggio of Genoa, provides for production of the newest Viper 600 Series engine, which powers Italy's latest trainer aircraft, the Macchi MB-339.

Output will be shared between Rolls-Royce and Piaggio, with Fiat involved on parts of the engine.

This extends a relationship between Rolls-Royce and Piaggio on the Viper, which has lasted for many years. Previous agreements covered variants of the Viper 500 Series engine for a number of trainers and light combat aircraft, including the Macchi MB-326.

**Hover record**

Seaspeed — British Rail Hovercraft — carried a record 183,000 passengers last year on its Capital City service between London and Paris, via Dover and Boulogne. This is a 10 per cent increase on the 1975 figure.

Lord Bernstein felt that the company's name must have taken the photographs.

Lord Bernstein is seeking damages for trespass or invasion of privacy and injunctions restraining the company from entering his premises or air space above them and taking aerial photographs of his home. He is also asking for an order that the negatives and photographs should be delivered to him or destroyed.

Mr. Gray said that Skyviews had offered to destroy the negatives and photographs. The company contended, however, that although Lord Bernstein had not given permission for the photographs to be taken, there had been no invasion of his air space.

Mr. Gray said that Skyviews

## Turning-point for International Stores 'came last year'

By STUART ALEXANDER

THE TURNING-POINT for BAT ket share in the U.S. where boosters can already lead to volumes were also slightly down, cigarettes with low tar and nicotine. But mainly because of a price tine deliveries but an acceptable rise, profits were up.

The company is to continue its BAT has considerable ex-

perimentation in the presence of the German market, U.K., despite the confusion where it has a 30 per cent. share.

It has had so far because and the brand leader HB, and where a new cigarette has recently been launched, which uses boosters and delivers very little tar or nicotine.

The company would prefer an early decision from the Hunter committee, partly because many other countries around the world are in no hurry to put them on the market nationally.

The test exercise must soon be extended even if areas like London, where penetration costs are high, are still excluded. BAT is also awaiting the outcome of their deliberations before making up their own minds.

However, it is not entirely committed to the use of sub-little tar or nicotine.

Express Internationals have been on sale for some time in Coven-

try, Northampton, Oxford and Southampton. But the company has been in no hurry to put them on the market nationally.

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# If you've a problem we'll give you a hand, or a harvester, or a computer, or...

By supplying expertise or hardware, we help a lot of people solve their problems - in the UK, in Europe, and throughout the world.

We can do this because we're a Corporate Entity. We think that's a good thing to be. There are strengths and advantages - the crossflow of ideas, the exchange of information, the strength of unity, and the muscle of investment, giving all within the group a real chance to grow.

But the disadvantage of being a Corporate Entity is that some people who we could be helpful to, or could be helpful to us, don't know who's who or what's what within the organisation.

Since we'd like these people to know who and what, we're presenting a list of our activities.

Perhaps we can help you, whether as a Chairman of a company, a member of a company, or simply as a fellow member of the human race.

## Computers and Office Systems

We're pretty big in computers.

But don't let that put you off - we're pretty small in computers too.

In fact our Sperry Univac world-wide computer installations add up to \$7,400 million and are employed in so many different capacities in so many different places we couldn't list them all in one ad.

But you don't have to be a factory, or a railway, or an airline, or a bank, to call on us for help, although if you are any of these, we can drop a few names which will reassure you as to our qualifications.

And we're interested in your offices. They constitute the brain cells of any industry and working in them can be efficient and exhilarating or plain bloody drudgery and muddle.

We make computers and machines which enable the first of the alternatives to be achieved - equipment varying from simple filing systems to complex management information systems.

Filing may not sound glamorous, but to the person who's stuck with it it's as important as computing the affairs of a world-wide banking concern, so we do our best for both of them.

## Hydraulic and Pneumatic Systems

Fifty years ago Harry Vickers invented the first efficient low-cost high pressure pump for hydraulic control systems. (Just as well - in order to raise the wheels of a modern airliner by muscle power, the interior would resemble a slave galley, and you could forget about such luxuries as passengers.)

Today Sperry Vickers hydraulics provide the muscle behind fork-lifts, earth movers, cranes, and other industrial 'heavies' - inside the factories Sperry Vickers pneumatics provide the precision control for such delicate operations as plastic injection moulding and machine tool operation.

In fact, Sperry Vickers is the world's largest manufacturer of hydraulic pumps and valves. It's a form of endeavour which runs unseen and silent through every part of industry and technology, but though unseen (if you'll permit a joke), we've got a lot of push.

## Guidance and Control Systems

Until recently bad weather made airports shut shop and left aircraft seeking frantically for a bare patch to bump down on.

Today, Sperry automated landing systems assure safe touch down even under zero visibility.

And our Sperry Univac Automated Radar Terminal Systems cope with what was once thought to be the insoluble - the ever-increasing masses of aircraft occupying an ever-diminishing amount of air space.

An ever-increasing number of Sperry navigational and guidance systems are being used for aircraft and surface and sub-surface shipping. For instance - it was a Sperry guidance system which got a Polaris not just to, but under the North Pole.

Of course all this is not just about submarines, or aircraft, or trucks, or trains; these devices are usually stuffed full with mankind's most precious commodity - people. So in the end what we're doing is saving lives.

## Agricultural Equipment

Sperry New Holland is the largest manufacturer of specialized agricultural equipment in the world. One of our 'firsts' was an automatic baler which revolutionized hay-making, and we turn quite a few heads with a harvester that allows one man in one machine to harvest six tons of grain an hour - 60 tons on a good day! A harvester so versatile it can harvest wheat, oats, barley, maize, even grass seed.

Beyond the physical presence of the durable, versatile machinery we produce is the promise of increased efficiency in the handling of precious resources, more food for a hungry world and a bit more ease for the farmer's aching back. It's what we mean when we say 'making machines do more, so man can do more'. And if giant harvesters aren't quite your thing - we've probably got something going in your bathroom. The next time you're shaving, reflect - you're using a shaver from Sperry Remington.

If you're not, you're using the wrong shaver.

## In a nutshell - Sperry

Sperry is a Corporate Entity comprising six successful divisions. Sperry, Sperry Flight Systems, Sperry Univac, Sperry New Holland, Sperry Vickers and Sperry Remington, creating wealth, work and work opportunities with 17 factories and over 23,000 employees in 15 European countries; six major plants and over 6,600 employees in the UK alone.

If you think we can help you, or you'd like to know more about us, just tick the appropriate box, or boxes, in the coupon provided, and post to us at the given address.

If you've a particular enquiry which the boxes don't cover, drop us a line, we'll be pleased to help.

Please send me information on the following:

<input type="checkbox"/> Computer Equipment and Office Systems	<input type="checkbox"/> Hydraulics and Pneumatics
<input type="checkbox"/> Guidance and Control Systems	<input type="checkbox"/> Consumer Products
<input type="checkbox"/> Agricultural Equipment	<input type="checkbox"/> Annual Report

Tick the boxes for the subjects you're interested in and post to:  
Sperry Rand Limited, 78 Portsmouth Road, Cobham, Surrey KT11 1JZ.

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Company \_\_\_\_\_

Address \_\_\_\_\_

**SPERRY**  
SPERRY RAND CORPORATION

**Making machines do more,  
so man can do more.**

# The new Ford Fiesta



Oh what a beautiful baby!



# Never has so much advanced engineering gone into a small car

We believe that advanced engineering should make a car work better without making it more complicated and expensive to maintain. Because the simpler a car is, the less it costs to own.

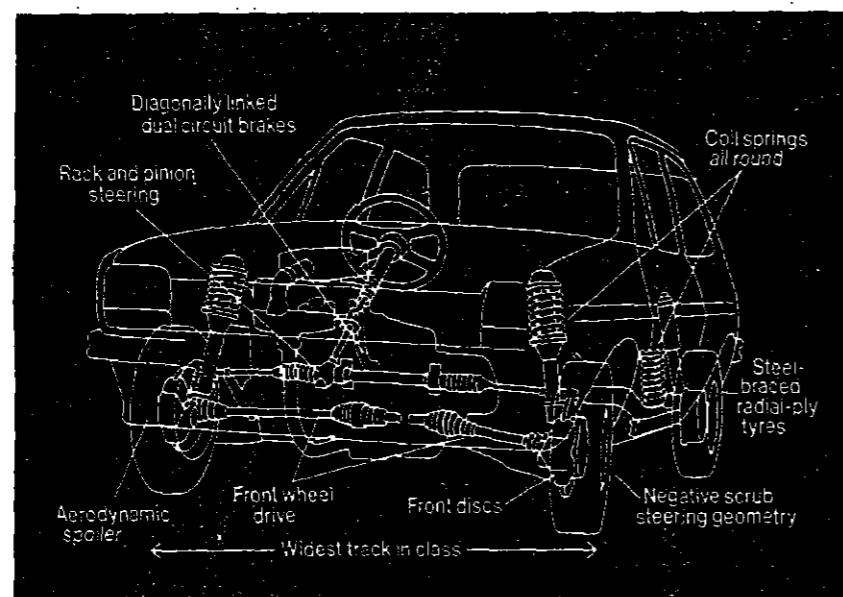
That's the thinking behind the new Ford Fiesta.

It's a three door hatch-back with folding rear seats, a transverse engine and front wheel drive.

In fact it combines all the best features of all small cars, in just one car: safe handling, a surprising amount of space and remarkable economy.

## Safe, decisive handling

The steering has a built in safety feature called Negative Scrub Geometry. It helps to counteract a car's natural tendency to swerve one way or the other under adverse braking conditions, so it helps you stop in a straight line in emergencies. That means that if a front tyre blows out, or if you have to make a violent stop on a wet road, the Fiesta is much easier to control.



Some of the Fiesta's safety features.

The brakes are dual circuit with discs at the front. It's a *diagonally linked* system, so if one circuit should fail, you still have braking at both ends of the car.

Cornering? The Fiesta has the widest track in its class, with coil springs all round and steel-braced radial-ply tyres. The steering is rack and pinion, the simplest, most direct system there is. And that spoiler under the front bumper creates down-forces that increase stability, especially at high speed.

The gearbox lives up to Ford's reputation for light, quick and precise changes, a real achievement with a front wheel drive car.

And there's a choice of engines: 950 cc (40 DIN bhp) which uses two star petrol for extra economy, 950 cc (45 DIN bhp) and 1100 cc (53 DIN bhp).

The Fiesta is nippy in traffic and a decisive overtaker on the open road. Performance and economy figures are listed in the panel below.

Engine size (cc)	Max. Speed (mph)*	DIN Fuel Consumption (mpg)	FIESTA PRICES
950 (40 DIN bhp)	80	41.5	FIESTA from £1856
950 (45 DIN bhp)	85	37.7	FIESTA L from £2079
1100 (53 DIN bhp)	90	35.8	FIESTA S from £2380
			FIESTA GHIA from £2657

Maximum Prices as at 2nd February 1977. Seat belts, Car Tax and VAT included.  
Delivery and number plates at extra cost.  
\*Ford computed figures.

## For a baby, it's pretty big

There is more legroom in the back of the Fiesta than in any comparable car, and that's where it matters most. Admittedly, it's only a matter of inches more, but the clever thing is that we've made it *feel* even bigger than it really is. See how slim the roof pillars are? And look at the depth of the windows. It's really light and airy inside. The glass area is no less than 25 sq. ft., and you have 309° of all round vision. Quite a safety feature.

With the back seats folded there is 42.6 cu. ft. of luggage space. Or, to look at it another way, there's even room for a chest of drawers in the back.



The Fiesta has more legroom in the back than any comparable car.

And you see the way the back door, which is assisted by twin gas struts, opens to floor level. That means that you don't have to heave heavy cases over a high sill. Women drivers will appreciate this point when they're doing the weekly shopping.

## For an advanced car, it's amazingly cheap to own

Fuel consumption figures obtained using standard European procedure (DIN) are 37.7 mpg for the 950 cc 45 bhp models and 35.8 mpg for the 1100 cc models. And the 40 bhp models can do as much as 41.5 mpg on two star petrol\*.

To reduce ownership costs further we've simplified servicing. To name just a few labour-saving features, the Fiesta has a self-adjusting clutch, self-adjusting brakes, maintenance free wheel bearings, and 'lubed for life' suspension and steering.

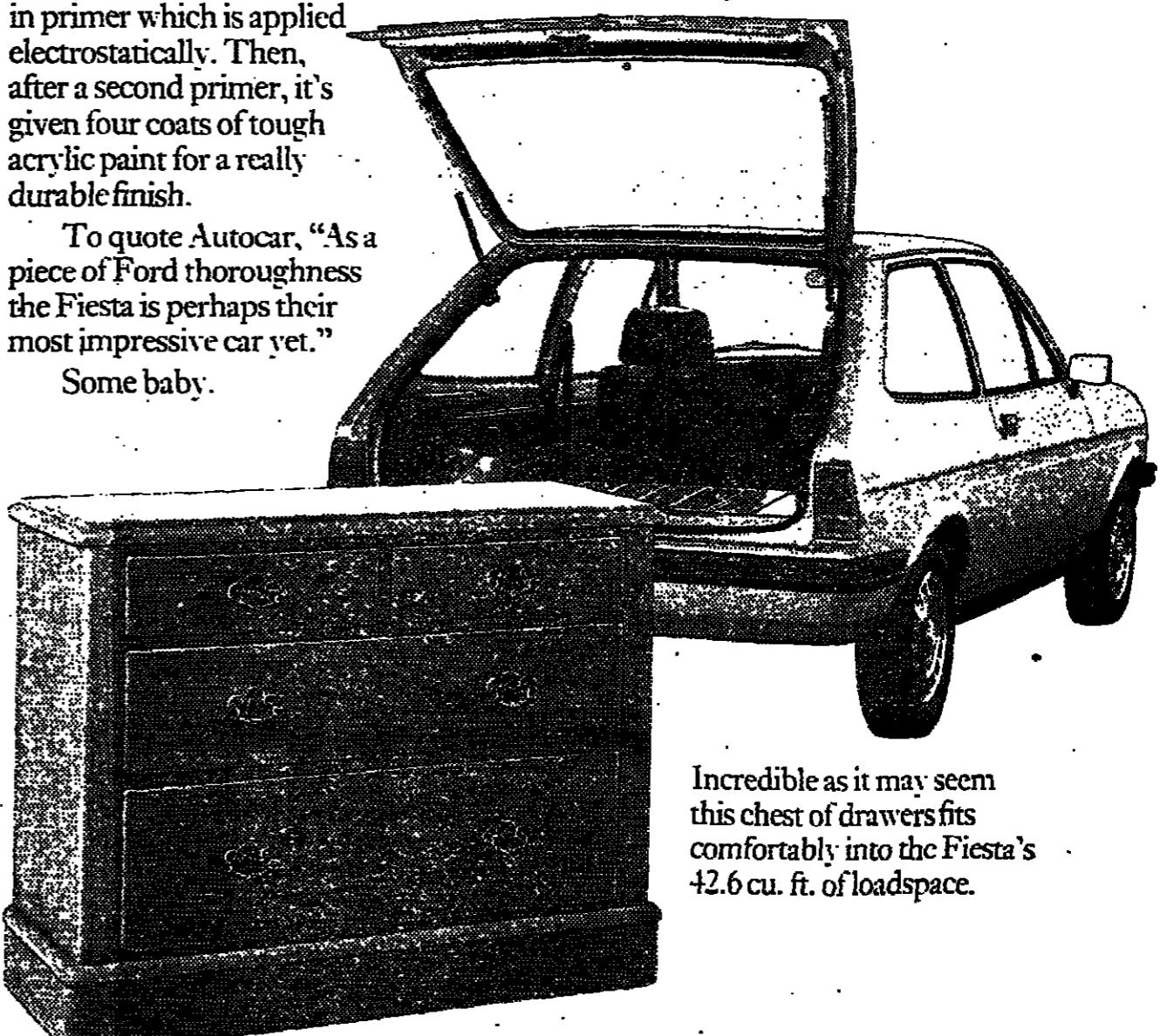
And since electrical systems are the biggest single cause of breakdowns, we've reduced the number of connections in the Fiesta to a bare minimum. For instance, it has a printed circuit instrument cluster.

You'll also find a surprising amount of space under the bonnet which makes everything very accessible. If you like to do your own servicing, you can get at all the parts you need to without skinning your knuckles.

The same attention to detail goes into the bodywork. First it's treated with phosphate which inhibits rust. Next the entire body is immersed in primer which is applied electrostatically. Then, after a second primer, it's given four coats of tough acrylic paint for a really durable finish.

To quote Autocar, "As a piece of Ford thoroughness the Fiesta is perhaps their most impressive car yet."

Some baby.



Incredible as it may seem this chest of drawers fits comfortably into the Fiesta's 42.6 cu. ft. of loadspace.

**FORD FIESTA**



## Group changes at APV

Mr. H. P. N. Benson is to become chairman and chief executive of APV Holdings and chairman of the APV Company after the annual meeting on May 18. Mr. P. W. Salterman is retiring from the chairmanship of APV Holdings on that date.

At the same time the following appointments and changes will take effect:

APV Holdings: Mr. K. A. G. Miller, managing director, responsible for all the operating companies except those of D. Fraser Thermatic Group which remain the responsibility of D. Fraser; Mr. R. M. Seligman, marketing director; Mr. G. G. Green, the Board's finance director; and Mr. D. T. Shore joins the Board as managing director of the APV Company.

The APV Company: Mr. Miller, deputy chairman; Mr. Shore, managing director; Mr. A. Boyce, deputy managing director and will remain works director; Mr. C. H. Henderson, marketing director; Mr. F. S. Cooper joins the Board as overseas director; Mr. N. L. T. Garrett joins the Board as home sales director; and Mr. D. Slatier joins the Board as research director.

Dr. Harold Brown, on his appointment as U.S. Secretary of Defense, is resigning as director of SCHROEDER.

Mr. Alistair G. Frazer of London, Mr. W. M. Leonard of Sydney, and Mr. Richard H. Scarby of Melbourne, have been appointed directors of CONZINC RIOTINT OF AUSTRALIA.

Mr. K. A. R. Julian has been appointed executive director of BURRUP MATHIESON AND CO. (HOLDINGS) from April 1. Mr. Alan Brooker, managing director of Etzel Group, the parent concern, has been acting managing director of Burrup and will continue as chairman of the APV Group.

Mr. Peter W. Barker, a director and general manager of Yorkshire Post Newspapers, is to become managing director of BURRUP MATHIESON AND CO. (HOLDINGS) from April 1. Mr. Alan Brooker, managing director of Etzel Group, the parent concern, has been acting managing director of Burrup and will continue as chairman of the APV Group.

Mr. A. W. G. MacIntyre and Mr. M. M. Sabbarwan have been appointed joint managing directors of DUNLOP INDIA following the retirement of Mr. W. N. Scotts.

Mr. P. H. Spencer, head of corporate planning, NATIONAL WESTMINSTER BANK, has been appointed regional managing director of the bank's south-east region. He succeeds Mr. E. W. Read, who retires on June 30. Mr. Spencer was assistant regional director of South-East Region from 1971 to 1974, and previously area manager of outer city area.

Mr. T. E. C. Bell has become a director of BROKEN HILL PROPRIETARY to fill a casual vacancy on the company's Board. Mr. Bell retired recently as group general manager of the National Bank of Australia.

The Duke of Devonshire has been elected president and Mr. Richard Horne (director of Boddy Industries) has become chairman of the COAL TRADE BENEVOLENT ASSOCIATION.

Mr. Maxwell Joseph, chairman of Grand Metropolitan, has been appointed chairman of the national council of the BRITISH HOTELS, RESTAURANTS AND CATERERS ASSOCIATION. He succeeds Sir Charles Feste, who has completed his two-year term of office. Vice-chairman of the council is Mr. Douglas Barrington. Mr. Rex Joseph becomes chairman of the Association's Board of Management. His vice-chairman is Mr. George Hill.

Mr. Ronald Pearson has been appointed technical director-chief executive designate of WETTERN ELECTRIC. The company is marketing a new concept in jointing systems developed in conjunction with group communications manager for TARSLAC. Mr. Keith Evans and Son.

### NOTICE OF REDEMPTION

#### United Merchants Overseas Capital Corp. N.V.

#### 9% Guaranteed Sinking Fund Debentures due March 1, 1982

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Fiscal Agency Agreement dated as of March 1, 1970 under which the above designated Debentures were issued, \$661,000 aggregate principal amount of such Debentures of the following distinctive numbers has been selected for redemption through the operation of the sinking fund on March 1, 1977.

#### \$1,000 Coupon Debentures

M 4	914	2232	4300	8169	8830	8370	7020	7160	8700	9780	10570	11120	11307	11397	12570	13527	14425
M 5	925	2232	4316	4405	8209	8830	6448	7147	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 6	926	2232	4316	4405	8209	8830	6449	7148	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 7	927	2232	4316	4405	8209	8830	6450	7149	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 8	928	2232	4316	4405	8209	8830	6451	7150	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 9	929	2232	4316	4405	8209	8830	6452	7151	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 10	930	2232	4316	4405	8209	8830	6453	7152	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 11	931	2232	4316	4405	8209	8830	6454	7153	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 12	932	2232	4316	4405	8209	8830	6455	7154	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 13	933	2232	4316	4405	8209	8830	6456	7155	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 14	934	2232	4316	4405	8209	8830	6457	7156	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 15	935	2232	4316	4405	8209	8830	6458	7157	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 16	936	2232	4316	4405	8209	8830	6459	7158	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 17	937	2232	4316	4405	8209	8830	6460	7159	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 18	938	2232	4316	4405	8209	8830	6461	7160	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 19	939	2232	4316	4405	8209	8830	6462	7161	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 20	940	2232	4316	4405	8209	8830	6463	7162	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 21	941	2232	4316	4405	8209	8830	6464	7163	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 22	942	2232	4316	4405	8209	8830	6465	7164	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 23	943	2232	4316	4405	8209	8830	6466	7165	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 24	944	2232	4316	4405	8209	8830	6467	7166	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 25	945	2232	4316	4405	8209	8830	6468	7167	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 26	946	2232	4316	4405	8209	8830	6469	7168	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 27	947	2232	4316	4405	8209	8830	6470	7169	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 28	948	2232	4316	4405	8209	8830	6471	7170	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 29	949	2232	4316	4405	8209	8830	6472	7171	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 30	950	2232	4316	4405	8209	8830	6473	7172	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 31	951	2232	4316	4405	8209	8830	6474	7173	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 32	952	2232	4316	4405	8209	8830	6475	7174	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 33	953	2232	4316	4405	8209	8830	6476	7175	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 34	954	2232	4316	4405	8209	8830	6477	7176	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 35	955	2232	4316	4405	8209	8830	6478	7177	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 36	956	2232	4316	4405	8209	8830	6479	7178	7827	8717	9787	10580	11120	11307	12570	13527	14425
M 37	957	2232	4316	4405	8209	8830	6480	7179	7827</td								

## LABOUR NEWS

## Tractor plant strikers get official backing

BY ALAN PIKE, LABOUR STAFF

THE ENTRENCHED strike at pressure not to cross picket lines at the Massey-Ferguson tractor plant in Coventry entered a new set it, involves the Canadian and potentially more bitter phase based company ignoring established yesterday. The Amalgamated listed procedures in toughening Union of Engineering Workers up on industrial relations executive decided to make the dispute official.

Mr. Hugh Scanlon, AUEW president, said that the executive endorsed the action of its members in "resisting a lock-out by the management" and called on all other unions with members at the factory to recognise the strike and the principle involved.

About 1,150 assembly workers have been on strike since before Christmas in a dispute which began when 126 employees were disciplined for lack of effort. Their action has so far cost the company production worth nearly £40m.

A further 2,250 workers are Massey-Ferguson workforce. The laid off, and the 1,150 still working will now come under strong occupation of the factory after

the company gained a court order—hope their picket lines will be respected now their action is official.

• The unofficial strike over disciplinary procedures which cost Ford £14m worth of production at its Halewood factory ended yesterday. A mass meeting accepted a recommendation from shop stewards to return to work.

• A fresh dispute hit Leyland's Triumph factory in Coventry. Over 300 paint shop workers walked out in a dispute over a time-and-motion study, and the company was unable to go ahead with the planned recall of 1,900 other workers following settlement of an earlier dispute.

• Lay-offs were threatened to-day by a strike of 350 press operators at Leyland's car body plant at Castle Bromwich, Birmingham. The men walked out when told they would lose pay for holding a meeting lasting several hours.

## Mitsubishi drops travel subsidy plan

BY CHRISTIAN TYLER, LABOUR STAFF

MITSUBISHI, the Japanese trading company, last night decided looking at some Fleet Street to cancel a plan to pay its newspaper's applications for London office staff a travel subsidy because of price increases. Its London general manager pointed breaches had been told by the Department. Another case involved British of Employment that the subsidy Oxygen, which had planned to would have exceeded the limits provide some of its managers laid down in the voluntary with furniture or expenses so incomes policy.

Clearly embarrassed by the when entertaining foreign publicity given to its plan to pay visitors at home.

junior staff up to £8 a week to The Department stressed yes to them with the cost of compensating the company's offices no were considerable. Price

the City, the company said it increases could be refused as its policy "to abide by both Government contracts refused the letter and the spirit of pol- and State aid withheld."

he letter and the spirit of pol- and State aid withheld."

which is operating."

about 400 workers covered by

There is little doubt many major agreements have settled minor breaches of the policy are within the limits since the occurring, intentional or not, and present phase began on August that the chances of discovery are 1 last year—or about 30 per cent of the total.

But major breaches have been Where unions have pursued claims that would breach the Department published a "breach" by policy—notably the seamen and Standard Telephones and Cables the miners—the TUC economic

It has also reminded the News committee has been the main paper Publishers' Association of referee.

## Major unions re-affirm opposition to Bullock

THE SECOND and third largest unions in the TUC yesterday reaffirmed their opposition to the extension of industrial democracy as suggested by the Bullock Committee last week.

The Amalgamated Union of Engineering Workers, which is opposed to worker directors in the private sector, is to write to the Prime Minister urging that no decision on worker directors be taken until there was "the fullest possible" discussion on both sides and in Parliament.

The AUEW is anxious to ensure that other unions, and the TUC congress in September, have the chance to discuss the Bullock report in detail. It hopes that its own view—that there should be an unlimited extension of collective bargaining—will gain support in other unions.

Meanwhile, the General and Municipal Workers Union, the third largest union, also endorsed its criticism of the Bullock proposals at its regular executive meeting.

The GMWU argues that the proposals are inadequate and not radical enough for the needs of the union movement. In addition, a single Board structure with only minimum legal support is too restrictive, it says.

Similar to the AUEW, the individual police authorities

## Civil servants dig in heels over dispersal

By David Churchill, Labour Staff

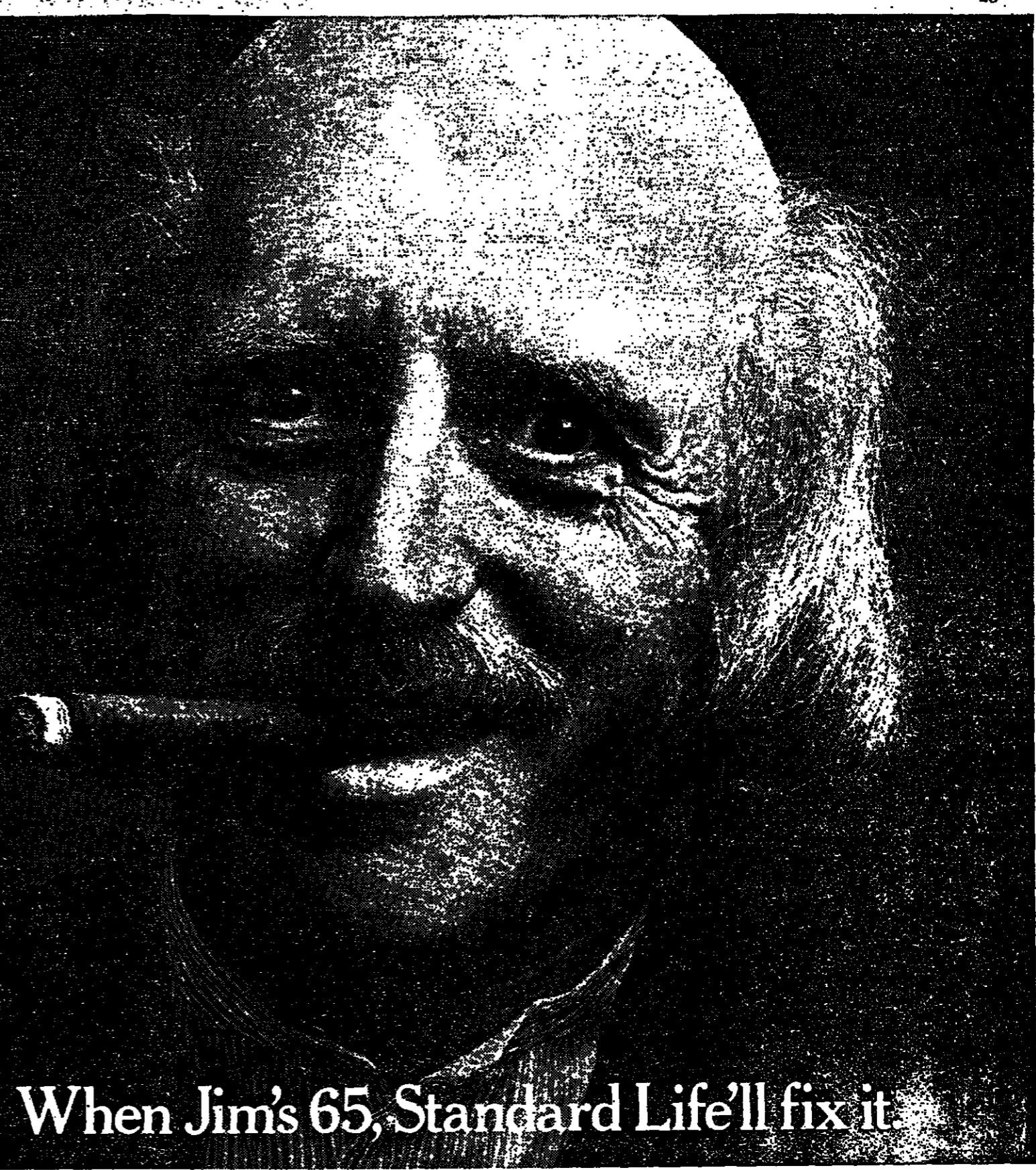
CIVIL SERVICE unions are to refuse to co-operate with Government departments over plans to transfer some 31,000 civil servants from London to areas such as Glasgow and Cardiff over the next seven years.

This action, which had been threatened by the unions, could seriously jeopardise the Government's dispersal programme. The decision was made after yesterday's meeting between the union leaders and Lord Peart, Lord Privy Seal and the minister responsible for the Civil Service.

Lord Peart told the unions that there could be no question of the Government changing its mind on dispersal or of holding an independent inquiry as the unions wanted. The union leaders made clear afterwards that they were angry at the Government's apparent unwillingness to reconsider in view of the detailed economic and social arguments put forward in opposition.

The Civil and Public Services Association, the biggest Civil Service union, has already implemented a non-co-operation policy. Most other unions will follow shortly.

Only the Society of Civil and Public Servants, which represents middle-management is in favour of dispersal, but only by volunteers.



## When Jim's 65, Standard Life'll fix it

Anyone who knows Jimmy Savile, O.B.E., will tell you that he's generous with his time. And when it comes to business, they'll tell you he's shrewd, which he is.

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TAXES ON COMPANY  
PROFITS THIS YEAR?**

**NOT PAYING ANY  
UNTIL 1990.**

## Vickers deal 'in danger'

VICKERS at Barrow-in-Furness said yesterday that, because of a "Who does win?" row it stood to lose a multi-million pound order for undersea pipelines for the offshore oil industry.

The company said the dispute over which union should do certain welding work had continued for nearly a year. The dispute was not being followed.

## Warm offer to miners

THE NATIONAL Coal Board yesterday offered three-bedroomed centrally heated houses to former miners who want to return to underground work at Beverton Colliery, Nottinghamshire. About 50 houses are available. About 50 houses are available.

for miners in the area.

The NCB said: "We have made the offer in an attempt to increase manpower and production at the pit. We hope it will soon be able to turn out over a million tonnes of coal a year."



HOW THE MINERS VOTED			
Total vote	Voting "Yes" (%)	Voting "No" (%)	
Leicestershire Officials and Staff	2,354	1,935 (82)	419 (18)
S. Derbyshire	14,199	11,324 (80)	2,873 (19)
Notts.	2,623	1,809 (75)	514 (19)
Nottinghamshire Mechanics	24,462	17,819 (73)	6,643 (27)
Nottinghamshire Cokemakers	3,582	2,510 (70)	1,072 (20)
Nottinghamshire Power Group 1	1,859	1,254 (67)	605 (33)
Nottinghamshire Power Group 2	20,924	13,969 (66)	7,055 (34)
Nottinghamshire Midland	805	513 (64)	276 (35)
Nottinghamshire Durham Mechanics	3,795	2,401 (63)	1,394 (37)
Nottinghamshire Durham Engineers	759	478 (63)	281 (37)
Nottinghamshire North West	4,726	2,979 (63)	1,847 (37)
Nottinghamshire North West	999	549 (55)	360 (45)
Nottinghamshire Midland	10,682	6,238 (59)	4,444 (41)
Nottinghamshire North East	6,172	3,618 (58)	2,533 (42)
Nottinghamshire North East	8,533	5,242 (61)	3,021 (39)
Nottinghamshire North East	9,158	5,649 (62)	4,109 (38)
Nottinghamshire North East	12,914	8,361 (64)	4,553 (36)
Nottinghamshire Scottish Engineers	4,116	2,550 (61)	2,566 (39)
Nottinghamshire Scottish Engineers	45,549	16,875 (37)	28,674 (63)
Nottinghamshire Scottish Engineers	12,857	4,129 (33)	9,218 (67)
Nottinghamshire Kent	2,155	478 (22)	1,677 (78)
<b>TOTALS</b>	<b>192,009</b>	<b>105,945 (55)</b>	<b>86,164 (45)</b>

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"This all-star adventure epic packs more excitement in a single frame than most movies dream about!"  
—Rex Reed, *Vogue*



Gene Hackman, Candice Bergen, Richard Widmark, Mickey Rooney, Edward Albert and Eli Wallach

## The MAN in the IRON MASK

Starring Richard Chamberlain, Patrick McGowan, Louis Jourdan, Jenny Agutter, Ian Holm and Ralph Richardson

"Eyes roll, words hiss, hearts throb, villains snarl and heroes triumph. Delicious fun!"  
—New York Times

Sir John Woolf's  
**"THE STONE LEOPARD"**  
 From the book  
 by Colin Forbes

**"THE SWEETHEART DEAL"**  
 From the book  
 by Robert Rosenblum

## VOYAGE OF THE DAMNED

Starring Faye Dunaway, Max Von Sydow, Oskar Werner, Malcolm McDowell, Orson Welles, James Mason, Lee Grant, Katharine Ross and Ben Gazzara

"Everything about 'Voyage of the Damned' has been touched with greatness... The perfect movie!"  
—Rex Reed, *New York Daily News*

6 Golden Globe Nominations

## THE EAGLE HAS LANDED

Michael Caine, Donald Sutherland, Robert Duvall, Jenny Agutter, Donald Pleasence, Jean Marsh and Larry Hagman

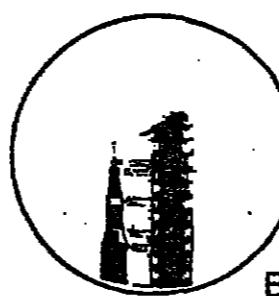
"Suspenseful tale of World War II, with first-rate cast, should easily make its mark!"  
—Variety

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Dick Richards'

## MARCH OR DIE

Gene Hackman, Terence Hill, Max Von Sydow, Catherine Deneuve, Ian Holm, Jack O'Halloran



## CAPRICORN ONE

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 From the book  
 by William Katz

**"COSSACK COWBOY"**  
 From the book  
 by Lester S. Taube

**"THE BOYS FROM BRAZIL"**  
 From the book  
 by Ira Levin

**"THE GEMINI CONTENDERS"**  
 From the book  
 by Robert Ludlum

**"RAISE THE TITANIC"**  
 From the book  
 by Clive Cussler

**"THE GOLDEN GATE"**  
 From the book  
 by Alistair MacLean

**"THE SCARLATTI INHERITANCE"**  
 From the book  
 by Robert Ludlum

**"HARLEQUIN"**  
 From the book  
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 Original story  
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Olivia Hussey  
James Earl Jones  
Stacy Keach

Tony Lo Bianco  
James Mason  
Ian McShane  
Laurence Olivier

Donald Pleasence  
Christopher Plummer  
Anthony Quinn  
Fernando Rey  
Ralph Richardson

Rod Steiger  
Peter Ustinov  
Yorgo Voyagis  
Michael York

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Anthony Quayle, Ingrid Thulin,  
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—Mary Duffy, Daily Express, London



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Overseas they expect quality from Britain and they must get it. A super drive by British companies in this, the Jubilee Year, will transform our economic scene.

*Ken. Grable*  
K

## PARLIAMENT



# Booth denies 2m. jobless estimate

BY IVOR OWEN, PARLIAMENTARY STAFF

## More low pay actions likely

BY IVOR OWEN

THERE ARE likely to be more prosecutions against employers who fail to pay minimum statutory wage rates, Mr. John Grant, Under-Secretary for Employment, indicated in the Commons yesterday.

He told Labour MPs, who strongly attacked employers who do not meet their statutory obligations in respect of low-paid workers, that a number of cases of under-payment affecting workers in the catering industry had recently been discovered.

The Minister explained that employers found to have underpaid workers were required to pay any arrears calculated to be due to the workers concerned and prosecutions were considered in appropriate cases. "We are taking further action which should lead to additional prosecutions where they are justified," he said.

### Agency grant proposed

THE GOVERNMENT is proposing grant in aid to the National Building Agency for the current financial year of £350,000.

Mr. Ernest Armstrong, Under-Secretary for the Environment, gave the figures in the Commons last night to Mr. Michael Latham (C. Melton).

Mr. Armstrong added that the agency had earned fees totalling £1,360,175 in 1975-76. At the moment, the agency employs 215 staff of whom 52 are architects.

### Pay limits

NEARLY 4.5m. workers are covered by major settlements so far reached under the current pay policy, MPs were told yesterday. Mr. Harold Walker, Minister of State for Employment, said all the settlements were within the current pay limits.

### APPOINTMENTS

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Mr. Ron Thomas ... blamed capitalist system.



Mr. Barry Hayhoe ... criticised Government policy.

A SUGGESTION by Mr. Tom Arnold (C. Hazel Grove) that official Government estimates envisage unemployment in Britain rising to 2m. was rejected by Mr. Albert Booth, Secretary for Employment, in the Commons yesterday.

But in saying that he would not expect unemployment to reach this level, Mr. Booth made it clear that he was relying on calculations vaguely based on domestic factors. With a serious world recession, there were clearly external factors which would have a substantial effect on the numbers put out of work.

While Left-wing Labour back-benchers again sought to pin responsibility for what the Minister described as the appalling level of unemployment on the capitalist system, Mr. Barnes House, a Conservative employment spokesman, squarely put the blame on the Government.

Mr. Hayhoe contended that discussion of the possibility of 2m. unemployed was a severe indictment of Government policy and not capitalism. He also maintained there was no hope of the Government achieving the objective of reducing unemployment to 200,000 by 1979.

Mr. Booth admitted that if unemployment had reached the January U.K. total of 1,448,193 under a Conservative Government, there would have been up roar in the House. He endorsed the view of Mr. Ron Thomas (Lab. Bristol N.W.), chairman of the Tribune Group, that the capitalist system was responsible to a "very considerable degree" for the situation.

Britain, the Employment Secretary said, would be joining in talks with representatives of other Governments about the problem of the world recession, schemes.

and these would cover possible ways of "interfering" in the capitalist system in the interests of a better employment subsidy, which would continue until April. In the interval, the Government would have to decide whether to continue it for a further period or whether alternative measures were needed.

Relying to a later question, Mr. Booth stated that of the additional £120m. allocated for special employment measures in the December mini-Budget, £75m. was being used to extend the lives of the temporary employment subsidy scheme and the job creation programme to April 30.

The allocation of the remaining £45m. will be announced following a review of the existing measures.

## Work safety rules promised

NEW SAFETY regulations for industry will come into force on October 1, 1978, Mr. Harold Walker, Employment Minister of State, told the Commons yesterday.

The regulations are authorised under the 1974 Health and Safety at Work Act. This gives the Employment Secretary power to bring in regulations for the appointment of safety representatives by recognised trade unions, and safety committees to keep under review measures taken to ensure the health and safety of employees at work.

Mr. Walker made the announcement during exchanges in which Mr. Dennis Skinner (Lab., Bolsover) accused Trust Houses Forte of depriving the people who work in their hotels of the opportunity of joining the Transport and General Workers Union.

He said that Tory employment spokesman, Mr. James Prior, was a director of the company, and added that Mr. Prior was trying to woo the unions and was urging Tories to join unions.

Mr. Skinner called on Ministers and their officials "to black out" the THF hotels.

Mr. Walker replied that many THF employees would be in the scope of Wages Councils.

Opposition employment spokesman, Mr. Barney Hayhoe, said there was growing criticism about the fairness and reasonableness of the methods used by the Advisory, Conciliation and Arbitration Service in surveying the wishes of employees when considering recognising unions.

Mr. Walker said he refuted Mr. Hayhoe's suggestion. There had been an enormous improvement in industrial relations as a result of the work of ACAS.

Mr. Walker agreed with Conservative backbencher, Mr. Hugh Dykes (Barrow E.), that higher wages could only be financed by higher production.

Mr. Dykes had pointed out that the present production index at 102.6 was lower than the level of 103.3 during the three day week.

But Mr. Callaghan warned that we could not resume a higher level of production if it was going to mean higher inflation. "That is the problem with which the Chancellor (Mr. Healey) and others are wrestling at the moment," he declared.

Stressing that the Government was bent on export-led growth, Mr. Callaghan added that our exports in the last quarter of 1976 were 12 per cent higher than the average for 1975.

Mr. Winston Churchill (C. Streatham) thought it scandalous that, since March 1975, industrial production under a Socialist Government had been lower in two out of every three months than during the three-day week, at the time of the miners' strike. "It is time to change some of your Socialist priorities," he told Mr. Callaghan.

The Prime Minister said he could find nothing better in opposition policies than those the Government was following to overcome inflation and increase exports, and "in their secret hearts the Opposition know it," he added.

Mr. Joel Barnett, Chief Secretary. Information is not available on total Government spending in 1976 in England, Scotland and Wales respectively. However, £630m. of expenditure by central Government on goods and services in 1975-76 can be identified from official records as having been incurred in England, £785m. in Scotland, and £35m. in Wales. These figures relate to all the main services, except defence and overseas services which are undertaken for the U.K. as a whole.

Mr. Bob Cryer, Under-Secretary. These figures relate to all the main services, except defence and overseas services which are undertaken for the U.K. as a whole.

Mr. Jim Lester (Con. Beeston). What comparable income a family man married with four children would have to earn in 1975, 1976 and 1977 to maintain standards available in 1976 per year in 1974?

Mr. Robert Sheldon, Financial Secretary. A married man with four children earning £5,000 a year in 1974 would take home £5,276 after tax, assuming income tax, family allowance and national insurance contributions.

To take home the same amount in real terms he would have to earn £6,435 in 1976, £7,570 in 1976 and £8,420 in 1977. For 1975 and 1976 the systems of income tax and national insurance contributions are appropriate to the year in question. For 1977 the tax system is assumed to be the same as in 1976 except that account is taken of the announced changes in child benefit.

Mr. Eric Varley, Secretary of State. The latest available estimate of the rate of return at replacement cost earned by industrial and commercial companies of about 4 per cent. relates to 1975, and has been given. Such data as are now available for the first three-quarters of 1976 suggest a slightly lower rate of return in that period. It is not the practice to publish forecasts but I expect a substantial increase as exports and output grow.

Mr. Terence Higgins (Con. Worthing). Will the Secretary of State give an assurance that any assignment given to Polish buyers under the Anglo-Polish trade deal announced on December 16, 1976 will be equally available to British companies ordering ships in U.K. yards?

Mr. Varley. We intend to con-

## Post Office monopoly challenged by Tory

BY PHILIP RAWSTORNE

THE POST OFFICE was standing in the way of technological progress, more exports and more jobs by its monopoly of providing telephone equipment, Mr. Nicholas Ridley (C. Cirencester and Tewkesbury) claimed in the Commons yesterday.

His attempt to bring in a private Bill to end the monopoly was rejected by 236 votes to 175, majority 61.

Mr. Ridley said subscribers were not always able to have the colour telephone they wanted. Nor could they have a push button telephone or a loud-speaking telephone which broadcast a message to everyone in the room.

All sorts of answer-phones were not allowed to flourish because of the Post Office monopoly, he said.

Eventually, the telephone would be able to act as a mini-computer, giving direct access to a bank or supermarket or allowing meters to allow the telephone. "All sorts of imaginative, labour-saving and exciting devices are possible."

Mr. Ridley claimed that the Post Office monopoly was preventing proper development of technological devices.

Manufacturers had estimated that without the monopoly they could produce more jobs, more exports, more profits and more prosperity.

The Government, if it meant business about its industrial strategy, should allow the private sector to allow the shackles of restriction and stop stifling competition, innovation and initiative.

Mr. Ian Wrigglesworth (Lab. Thorne) said Mr. Ridley

he was getting wisdom whose talk is of hulks.

The Old Testament sceptic might well have been writing in anticipation of the political debate on the Bullock report.

And no doubt Mr. James Callaghan will be reflecting ruefully on the text before the Government's consultations with the CBI and the TUC are over.

In the Commons yesterday, the Prime Minister was driven to a kind of patient desperation by some preliminary exchanges with Mrs. Margaret Thatcher on the issue.

The Tory leaders claimed to

have found some inconsistency in the Government's attitude.

Mr. Callaghan responded with painful bewilderment. "There would be a great deal of complaint if we entered discussions on the basis of the minority report."

"The proposals are not for

industrial democracy but for

industrial apartheid," Mrs. Thatcher snapped.

Because it was the majority report, Mr. Callaghan retorted

heavily that the Government's only commitment was that of its election manifesto to introduce "a measure of industrial democracy."

The Government was entering consultations on the basis of the Bullock Committee's majority report.

"Why?" chorused the Tory backbenchers.

Because it was the majority report.

And no doubt, said the Prime Minister, the CBI who had sent him their own proposals might well want to discuss them as well.

Not at all, said the Prime Minister. The CBI who had sent him their own proposals might well want to discuss them as well.

Leaning forward like some reprobate schoolmaster, Mr. Callaghan added. "That what consultation is about.

"Mrs. Thatcher sank for it," said Mr. Callaghan, snapping back.

But, visibly summoning his patience, he repeated that the

MPs called sympathetically.

"I would welcome it if you condemned apartheid in the country where it really occurs,"

Mr. Callaghan snapped back.

But, visibly summoning his patience, he repeated that the

MPs called sympathetically.

"She said that her amendment

would provide a pause for

consideration," he said.

This had been made clear in

Glasgow, said when a vast

audience at a "Scotland is

British" meeting had unanimously expressed its opinion

against the Bill. The anti-devolution campaign in Scotland had not only got off the

ground but was supported by the

widest range of ever-growing

opinion.

It was also evidenced by the

Glasgow Herald poll which

showed growing numbers against the legislation.

Mr. Iain Sproat (C. Aberdeen S.) intervened to emphasise that the poll not only showed a majority of Conservative voters

against the assembly but also

that more Labour voters

were against in Britain.

Proposing the amendment, Miss Eileen MacCormack (SNP, Renfrew E.) argued that a general election would provide a better test of national public opinion on the Bill than would a referendum.

The Government baulked at

the amendment.

Mr. Ian Sproat (C. Aberdeen S.) intervened to emphasise that the poll not only showed a majority of Conservative voters

against the assembly but also

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were against in Britain.

# The Management Page

BULLOCK REPORT

## GKN sets out the problems

BY BARRIE HEATH

I HAVE a strong personal interest and belief in my concept of industrial democracy. This concept involves participative style of management with the involvement of employees at every level—trades unionists and non-trades unionists alike—in the policy formulation and decision-making which directly affects them and their jobs. My basic objection to the Bullock majority report is that it is not about industrial democracy at all. I believe that the target of the majority was and is a shift of power: that their ultimate objective was and is, not industrial democracy, but control of the private sector by organised labour.

As such, the majority report is an ideological document which needs to be read in conjunction with the repeated siren calls by Mr. Wedgwood Benn to the joys and benefits of workers' control, and the statement by Mr. Len Murray of the T.U.C. last September to the effect that "Shifts in both ownership and control are a necessary pre-requisite for a Socialist society, and we must aim to make easy to acquire, are essential. My performance as a toolsetter, if I were called upon to undertake such a task, would be catastrophic... Similarly, I would not expect a time-served toolsetter, suddenly transposed from shop floor to Board room, to be able to contribute effectively to the all-important quality of decision-making. My presence on the shop floor would dilute craft skills; his presence in the Board room would dilute executive skills—and, incidentally, would be likely to introduce a sectional interest which is quite foreign to the established British military board of management.

Moreover, at worst, the majority report proposals relating to the election of employees to Boards could be used as a method of infiltration by individuals with a prime interest in damaging the performance of the company—with all the implications and consequences which could follow from misplaced motivation of this type. Such risks and such dilution of skill and commitment are quite unacceptable to my company and, I am quite certain, to every other company employing 2,000 or more people in the country. There are more effective ways of increasing the accountability of these Boards; if this in fact is separate units, the largest single generally, thought to be desirous unit consisting of 265 persons able while leaving the existing on an ICI site—which gives one



Mr. Barrie Heath, chairman of GKN, is one of the three industrialist members of the Bullock Committee of Inquiry on industrial democracy who refused to sign the majority report and instead produced their own minority proposals.

role and functions of Boards of directors substantially unchanged. Similarly, there are more effective ways of developing effective employee participation and, by so doing, increasing employees' understanding and co-operation.

The GKN group consists of some 250 companies in 29 countries, with a current labour force of 109,000 employees, 74,000 of whom are in the U.K., and 35,000 outside this country—so 30 per cent of the group's employees work outside the U.K. It would be illogical, unjustified and manifestly unfair for the investment and other interests of 35,000 employees (to be increased to 52,000 if the GKN bid for Sachs AG of Germany is successful) in 28 countries outside the U.K. to be influenced by inexperienced Board members whose own interests would almost certainly be short term and parochial. This is a second major GKN objection to the majority report, particularly as the interests of minority shareholders in subsidiary companies overseas and all other interested parties—creditors, financial institutions, and Government authorities—also cannot be overlooked.

At every level of the industrial hierarchy, particular skills, all valuable and none of them easy to acquire, are essential. My performance as a toolsetter, if I were called upon to undertake such a task, would be catastrophic... Similarly, I would not expect a time-served toolsetter, suddenly transposed from shop floor to Board room, to be able to contribute effectively to the all-important quality of decision-making. My presence on the shop floor would dilute craft skills; his presence in the Board room would dilute executive skills—and, incidentally, would be likely to introduce a sectional interest which is quite foreign to the established British military board of management.

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aspect of the majority report on how industrial democracy should be developed; in

recommending a touch of Alice in Wonderland. Reconstituted few have even thought

Boards, including employee what they mean by industrial

representatives, at both group democracy

and large subsidiary company level, would inevitably lead to confusion and perhaps to conflict.

Much more time is needed. This is not only because, to quote a practical example, it is taking GKN far longer to develop its company employee

councils than had been hoped and expected. It is also because

the Government, unsupported as I have already indicated, by any clear consensus thinking, appears to be intent upon im-

posing on the private sector, which is the main wealth pro-

ducting element in our society, an unproven experiment. This

could be the recipe for real national disaster. The Bullock

Committee's terms of reference were wrong. The formula pro-

posed by the majority is wrong. The timing is wrong. The

majority report is a political

time bomb, according to a Parliamentary answer given by

Mr. Stanley Orme, the Minister responsible for pensions three weeks ago. At that time he also reaffirmed the Government's intention to give recognised in-

dependent trade unions the right to nominate 50 per cent of pension fund trustees.

As the minority report indicates, if they are to succeed, the wisdom of the steps to be taken by any company must be recognised and accepted by many different people, not only in this country but also overseas where we are increasingly dependent on our industrial credibility with our friends who invest in Britain, with our overseas customers, and with the international bankers.

The reference in the Committee's remit to the possible effects of innovation on industrial efficiency, must be recognised as of prime importance now, not recalled with regret if rash, compulsory measures are forced through which alienate those whose day-to-day decisions and skills of implementation are vital to industrial success. At

This potentially inflammatory situation could well be fanned by the fact that it is our belief that in the group as a whole in the U.K. there are members of

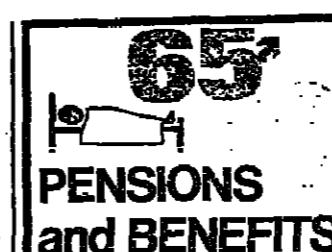
at least 34 unions.

With the fiasco of the Industrial Relations Act still fresh in our minds, one would have

thought that Governments of all colours would have learned a basic lesson—that good industrial relations cannot be

created by legislation, least of all when there is no consensus in the trade union movement or

any other element in our society



## Union power row continues

BY ERIC SHORT

DESPITE STRONG opposition almost every aspect of the Government's industry in general have from the CBI and the Government's plan. It objects to accepted, however reluctantly, pensions industry, there is as there being any legislation at that some form of legislation yet no sign that the Government all, let alone total trade union is inevitable so as to ensure is planning to change its plans involvement to the exclusion of that, recalcitrant employers do for partial trade union control all else. It is in favour of inember participation through pension schemes. This issue has been pushed into the background by the Bullock Report for natural evolution and is prepared to fight any other method. But what they would prefer is that all members, whether or not they belong to a trade union, not ignore any code of practice. Up to now the pensions industry has been rather fragmented their representatives and that concern among employers.

Government proposals, contained in a White Paper published last August, are that members of pension schemes should have the right to 50 per cent of all seats on all pension fund Boards, including the Board of trustees and that the representative should be vested solely with the recognised independent trade unions representing the members.

The Government expressed its intention of introducing legislation to implement these proposals early in what is now the current session of Parliament. No mention of this was made in the Queen's speech. But it is still the Government's intention to introduce legislation as soon as Parliamentary time permits, according to a Parliamentary answer given by

Mr. Stanley Orme, the Minister responsible for pensions three weeks ago. At that time he also reaffirmed the Government's intention to give recognised independent trade unions the right to nominate 50 per cent of pension fund trustees.

While public attention has been concentrated on the Bullock issue, a potentially even more bitter battle is simmering over the Government's plans for trade union influence in pension schemes

members have done in this direction. Once it has the information, it intends to produce, in co-operation with the National Association of Pension Funds and other pensions organisations, a voluntary code of practice on member participation.

From preliminary returns the CBI believes that a considerable degree of member participation already exists but in a wide variety of forms. Only

agreed, as they are in the broad to be expected where development has occurred naturally.

This point has worried many trade unionists in companies which have established their own system of member representation and appointment. They feel that the proposals will

thrust on them a system of control from their union headquarters that is not necessary

about the pension proposals. The Government and the TUC

Mr. David Ennals, the Secretary of State for Social Services, has assured them that the legislation stressed that there are a number of details about member participation still to be discussed to the trade unions. But until

and he could give no indication the legislation is published, as to when the consultations would be concluded.

The CBI has made no attempt to hide its total opposition to

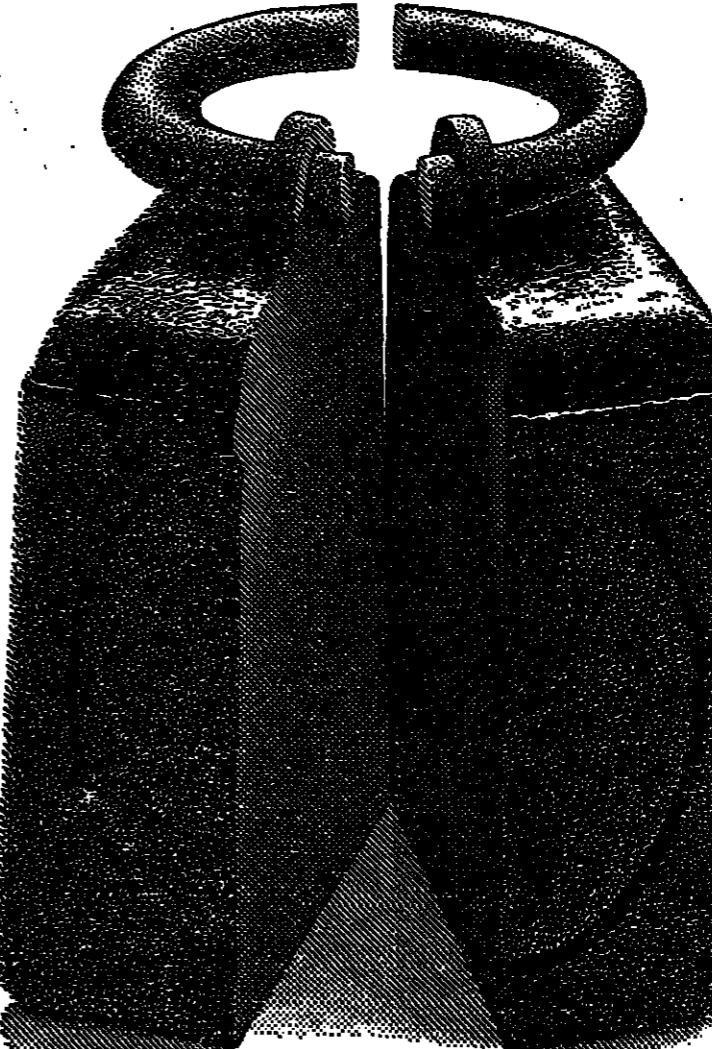
The Opposition and the pen-

### Reluctant

The Government and the TUC seem reluctant however to admit that non-union employees are any more than a small minority despite a National Association of Pension Funds' survey which shows that over 50 per cent of scheme members in the companies surveyed did not belong to a trade union.

The pensions industry fears that blanket legislation will bring inter-union disputes into a field which up to now has been free of such troubles. It expects that there will be pressure for various groups of employees to demand the splitting of pension arrangements so that they can control their own particular scheme without interference from other groups of employees. A split between manual, staff and top management schemes within an organisation could occur with further fragmentation following. Such moves would put into reverse the current trend towards one unified scheme, which has advantages for investment and administration.

Meanwhile, the Legal and General Assurance Society, Britain's largest pensions company, recently reported that many employers were reluctant to enter into negotiations over the future of pension provision simply because of the uncertainty over employee representation. Since it has a vested interest in employers making up their minds quickly about pension provision the Legal and General suggested that the question of participation should be shelved until 1978 so that employers can concentrate on more immediate pension problems: otherwise the real purpose of pension schemes to provide a good level of benefits at retirement or on death in service will be lost in the ensuing political battle. The Government, however, seems unlikely to adopt such a course.



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### BUSINESS PROBLEMS

BY OUR LEGAL STAFF

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Subject to that £300 minimum, the benefit under section 61 of the Finance Act 1976 (as applied by sections 62(1)(b) and 63(5) accepted by the Financial Times for the answers given in these

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New issue / January, 1977

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(Established 1822) FINANCIAL NEWS

(Established 1840)

Head Office Editorial & Advertising Office:  
BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY  
Telephone Day & Night: 01-249 9000 Telex: 886341/7, 886387  
For Share Index and Business News, Summary Ring: 01-246 8026  
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WEDNESDAY, FEBRUARY 2, 1977

## The gap which doesn't close

IT IS NOW widely accepted that the world-wide deficiency of demand can only be removed if the strongest economies are prepared to lead the way in expansion, and provide part of the offset for the continuing balance of payments surplus of the small group of oil-producing countries which appear likely to remain in surplus indefinitely—Saudi Arabia, Kuwait and the Emirates. While the problem as it has emerged is on a considerably more manageable scale than the first alarmist forecasts suggested—the combined OPEC surplus has fallen from \$65bn. in 1974 to a prospective \$30-\$35bn. this year—it is not going to go away; and the accumulated total of somewhat questionable debt already incurred are becoming formidable. Tackling this problem is not therefore just a matter of demand management. Neglect could cause a financial crisis within relatively few years.

## Short-term debt

Some valuable measures of the problem have been provided by the Morgan Guaranty Trust in their latest survey of world financial markets. They draw attention to the fact—already stressed by the OECD in its December survey—that as the developed world as a whole is approaching external balance, the whole burden at the moment is likely to fall on the group least able to bear it, the non-oil developing countries. These countries have already incurred a combined current-account deficit of \$100bn. in the last three years, and now owe some \$75bn. to the commercial banks. Some 40 per cent. of their total indebtedness is nominally short term, therefore, but the prospect of any net repayment is distant indeed. It is clear that for some of the debtor countries prudent banking limits are already close, if they have not in fact been passed.

How can this problem best be tackled? The most urgent task is clearly to provide some alternative source of long-term finance, in which the IMF and the World Bank group might well be expected to play a much larger part.

## The possibility of fair comparison

A MEMORANDUM presented earlier this week to a sub-committee of the Select Committee on Expenditure which is looking at the Civil Service could arouse again some of the strong feelings that have been expressed, especially since the rate of inflation accelerated so markedly, about the payment to civil servants of non-contributory, inflation-proofed pensions. Following the report of the Priestley Commission in 1955, the pay of civil servants below the rank of Under-Secretary is fixed on the basis of fair comparison with the pay of groups in the private sector doing broadly comparable work. The comparisons are made by a Pay Research Unit staffed by civil servants (at present because of pay restraint, its work is largely on a care-and-maintenance basis) and must take account of various differences in working conditions between the public and private sectors, including the former's pension arrangements.

The gist of the memorandum presented to the sub-committee by an actuarial advisor is that the allowance made in calculating civil service pay for the value of an inflation-proofed pension is several times too small—greater precision than that is not needed at present. The main reason for the discrepancy is that the assumptions made when the Government Actuary last looked into the matter have proved wide of the mark and he has told the sub-committee that he is willing to re-work his calculations.

## Inflation-proofing

The tentative conclusion of the memorandum is that the inflation-proofing of civil service pensions should be suspended for the time being, in fact until the private sector is in a position to restore the comparable level of pension increases to that assumed by the Government Actuary: "equity," it states, "would then be restored between the current generation of public and private sector pensioners." It might be argued, perhaps, that private sector thinking—not overdue after 20 years—about the whole question can only afford to prove pensions against inflation under

This, however, would do more to take the pressure off the commercial banking system than to help the debtor countries, and some balance of payments adjustment on the part of the developed world as a whole is clearly called for. This need not be dramatic: a combined deficit of less than \$10bn. annually would reduce the current account deficit of the developing group to a scale which might well be balanced by a normal inflow of investment capital.

Here again, however, we face a problem which has so far been neglected. For some years now disruptive political change, followed by ill-considered acts of nationalisation and now by the rhetoric of the New International Economic Order, have largely inhibited investment in a number of countries with large productive potential, especially in raw materials. The arrival of the Carter Administration could provide the opportunity to tackle this problem and to negotiate terms on which capital could once again flow, to meet the legitimate aspirations of these countries while eliminating unacceptable political risks for the investor. The encouragement of investment is a far more hopeful approach than easier balance-of-payments finance.

## The U.K.'s role

Britain also has a role to play in the whole adjustments in three roles—as the centre of the international banking system which is potentially at risk, as the centre of the Commonwealth, which could well seek its own solutions to the investment problem, and as a developed country with a potentially strong balance of payments. It is certainly not too early to face the fact that the long-term objectives set out by the Governor of the Bank of England, though admirable as a domestic programme, may well encounter the kind of criticism now directed at Japan and Germany unless the U.K. is also taking the lead in fostering investment and trade flows to the countries which cannot look to the North Sea for solutions.

To-day is likely to be no exception. The unions may well want to refer to their deep anxiety that there is so little light at the end of the economic tunnel, whatever the success of the industrial strategy. The CBI will want to lay its concern over Bullock on the table. The Prime Minister, in the chair, will no doubt be anxious to move the meeting as soon as possible to the scheduled subject of the industrial strategy and to get the various groups to pursue enthusiastically the next stage of its development.

IF ONE was to be the fly on the wall at any meeting this month, the best choice should be to-day's meeting of the National Economic Development Council. For here will be assembled the three main elements of the "corporate state" at a delicate moment of the country's economic policy.

The Government, well pleased for a change with the state of the foreign exchange markets and the success of its monetary restraint policies, is now desperately dependent on gaining a successful phase three of wage restraint to fulfil its aims. The unions, back on the centre of the stage again after last Autumn's overwhelming problems of the falling pound and faltering world economic growth, face the prospect of negotiating a phase three with both unemployment and inflation running at alarmingly high rates. The industrialists of the CBI, while in a better bargaining position than they have been for many years, are deep in their own battle with the Government over the Bullock recommendations on employee participation. They are also fearful of what the Government may offer the unions as the "social contract" for continued wage restraint.

## Little of the real conflict

Because the timing is so sensitive and the Council members are all there as representatives rather than individuals, to-day's Council debate will probably reflect little of the real conflict and argument. In spite of the suggestions of Lord Watkinson, of the CBI, Neddy has never become—or is it likely to become—the non-partisan forum where economic policy on wages and prices is thrashed out. Rather it is a place where the Government can launch initiatives and where the parties can sense the general mood of the meeting and the individual mood of each other.

To-day is likely to be no exception. The unions may well want to refer to their deep anxiety that there is so little light at the end of the economic tunnel, whatever the success of the industrial strategy. The CBI will want to lay its concern over Bullock on the table. The Prime Minister, in the chair, will no doubt be anxious to move the meeting as soon as possible to the scheduled subject of the industrial strategy and to get the various groups to pursue enthusiastically the next stage of its development.

The atmosphere is most likely to be conducive to a grand tripartite press conference afterwards to pledge all parties to the programme, as occurred on the last occasion that the Prime Minister chaired such a meeting in August. The TUC and CBI both have too many reservations about broader issues for that to happen. But there is probably enough support in the NEDC to get the strategy through to the next stage. The TUC, while becoming more aware that the strategy is far from offering a short-term solution to the unemployment problem, is in favour of the broad aim of diverting resources to industry. At least the major unions with members in manufacturing are. The CBI in spite of its differences with Government, has shown a good deal of sympathy for the strategy. This is partly because of the retreat from Bennery which the strategy represents and partly because the threat to withdraw is a potent weapon in the CBI's hands.

The question is whether a strong commitment at NEDC level is necessary to keep the strategy going, or whether there is now sufficient momentum at the grass roots. The answer is not easy. For all the talk about the results of the 40 sector working parties beavering away at producing market penetration forecasts for exports and import substitution—and the change in output growth that this could mean by 1980/81—little has been achieved by the working parties other than a collection of anecdotal evidence of the problems and opportunities of various sectors.

To the extent that the strategy has had an impact, it has tended to be at Government level. In the political sphere it has had some effect in giving greater weight to industry affairs in public expenditure reviews, taxation considerations and some social policies. More important, in Whitehall, it has already produced one of the first real efforts, led by the Treasury and Industry Department, to co-ordinate policies and administration in a French-style of industrial intervention.

All this effort can be upset overnight by outside political or economic considerations, as it was in the decisions on Minimum Lending Rate and employers' insurance premiums last year. But the present combination of personal enthusiasm from the Prime Minister (who seems to have read through all the papers for the Council meeting) and of civil service muscle facturing is a difficult one to beat, if only where development is believed

to have been held back by specific problems which Government action may be able to ease. In the case of industrial engines, construction equipment and office machinery, all the participants in the sector working parties have pointed to the need for structural re-organisation. In the case of domestic electrical appliances and to some extent office machinery, the high level of imports and deficiencies in product development have been the major difficulties.

None of these sectors has to contend with the problem of nationalised industry purchasing which so bedevils other areas of weakness such as heavy electrical plant. But all except domestic electrical appliances have a significant National Enterprise Board presence through its subsidiaries, which is intended to be used as the base for restructuring where necessary and acceptable. Mean-while, electronic components and selective investment scheme introduced by the Government through its subsidiaries, which is an experiment. But it represents the logical outcome of the trend of recent Industry-Treasury thinking on the needs to move from blanket to selective financial assistance and to combine policy instruments, from selective import controls to investment incentives, in a

French-style of industrial intervention.

It all sounds fine in principle. But it is an experiment in the sense that no one in Whitehall seems to have any very clear idea just what extra resources will be brought to bear on these areas as opposed to others. And if Whitehall does develop the experiment, then it will encounter all the traditional problems of intervention versus market forces and civil service capabilities which have cropped up when these exercises have been attempted in the past.

The difficulty of the industrial strategy, indeed, remains as it has from the beginning—how to reconcile the desires of the major participants for dramatic results over the short term with a policy which in practice can only bear fruit over a prolonged period and a fairly limited crop at that.

The 40-sector working parties, each including up to two dozen officials and representatives of companies and unions, have all been busy meeting and discussing their problems.

In the first phase of their work, completed for last August's meeting, the sector working parties produced summaries of the state of their industries and their general complaints about Government. In the second phase, for which most of them have produced preliminary reports for to-day's meeting, the accent has been on export targets and Budget representations. No one could argue that their reports are particularly devastating or novel. Once again they show that there are highly confident sectors such as bulk petrochemicals, and depressed sectors such as heavy electrical plant and constructional steel-work. But the great mass are in the engineering and electrical sectors and they report declining shares of world markets, some export opportunities and many difficulties of product relevance and long-term financial weakness. Their figures are often vague, their budget suggestions tend to preserve it.

towards general comments of the need for stability of policy, tax incentives and low interest rates.

All of this could have been found out by a few good researchers going round the main companies. In so far as their work has been useful, it has been in highlighting the extraordinarily poor relations between certain sectors, as their suppliers, such as British Steel or the suppliers of electric motors, and in showing up the debilitating impact of unrelated legislation on such questions as health and safety, taxation and pollution controls. This has encouraged efforts to increase communication between sectors to raise pleas for more effort by major multi-national companies to nurture their U.K. suppliers and to get the Government to co-ordinate policy more in the interests of their suppliers.

## Contribution of the unions

But the hard problem of translating this export interest into action to change the pattern and extent of growth rates still lies ahead. Sectoral working party meetings have so far been dominated by the company representatives. The union contribution is slight. And the whole exercise has still to switch from the working party discussion to decisions made at the shop floor about productivity and working practices in the boardroom on investment.

It is hoped that this will come with time as companies begin to believe that their vote in the strategy will have weight with government; as companies involved in the work change their attitudes; and as unions begin to respond to the clear need for better use of existing assets as the most pressing problem, rather than worrying about new investment and the export of capital.

But as the Council meets to-day the strategy is highly vulnerable to the tactics of the CBI over Bullock or the TUC over unemployment and inflation. It may be that in the long run it is possible to see in the strategy a means of taking much of industrial policy out of politics, as some politicians wish, or to develop it into a French style of economic planning, as some officials would like. But for the moment what is required is patience and willingness by all parties to accept that the strategy cannot be expected to fulfil too many of their short-term expectations. Mr. Callaghan's task to-day will not be so much to enthuse new members of the Council as to translate this export interest into action to change the pattern and extent of growth rates still lies ahead. Sectoral working party meetings have so far been dominated by the company representatives. The union contribution is slight. And the whole exercise has still to switch from the working party discussion to decisions made at the shop floor about productivity and working practices in the boardroom on investment.

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## INDUSTRIAL STRATEGY: What happens next

## A task of breathing new life into the Neddy exercise

BY ADRIAN HAMILTON



The July 1976 meeting of the NEDC: Sir Ronald McIntosh, NEDC director-general (left), Mr. James Callaghan, the Prime Minister, Chancellor Denis Healey and Mrs. Shirley Williams, then Prices Secretary.

## MEN AND MATTERS

## Hyde Park's crystal tent...

A huge white tent will blossom beside Speakers Corner in Hyde Park this summer to house the largest industrial exhibition to be held there since the elegant cast iron and glass pavilion of the Crystal Palace was built to house the Great Exhibition of 1851.

The Palace contained the glories of Victorian engineering as far as the financial scene is concerned. It is ten months since he quit the Board of First National Finance Corporation, but he has just been re-elected to the chairmanship of the Crystal Palace. The Palace contained the glories of Victorian engineering as far as the financial scene is concerned. It is ten months since he quit the Board of First National Finance Corporation, but he has just been re-elected to the chairmanship of the Crystal Palace.

Pat Matthews may be in eclipse as far as the financial scene is concerned. It is ten months since he quit the Board of First National Finance Corporation, but he has just been re-elected to the chairmanship of the Crystal Palace.

Geographically, the job is only just outside the City: since 1973, he has been chairman of the Whitechapel Art Gallery. Lately, the gallery has been undergoing renovation, and has now re-opened to feature currently the enigmatic work of Richard Long and Stanley Brown.

For all the strangeness of its surroundings, the building which opened in 1801 boasts one of the most original art nouveau facades in London. Inside, there are cavernous but well-lit rooms with almost blindingly whitened walls.

Ideal for the art of Long (mostly pieces of stone placed in rows and a pile of driftwood) and, upstairs, the pencil line drawings of the Dutchman Brown. Perhaps more in tune with the gallery's workaday neighbourhood is the other exhibition at present telling the Pearly King and Queen story.

For 21 years, the chairman of the trustees was merchant banker Lord Bearsted, now honorary president. Yesterday he declared himself rather uncertain why Matthews had taken on the job, though Bearsted thought he could have been suggested by the Arts Council, main supporter of the gallery at Britain in 1951. He was chief interior designer for the Dome.

Local councils, charities and individuals help too, the latter

including the Bearsted family over the years, though only in what the present Lord called "minor" amounts for particular exhibitions. Nick Serota, who became director of the gallery six months ago, said he understood Matthews had made some contributions in his time in the chair.

The former secondary banker can claim local connections, having been born in the East End. Matthews's working life began in his father's antique furniture business set up when the family moved from South Hackney to St. Albans. Much later on, as First National expanded, Matthews's junior became an ardent painter in his spare time.

Whatever the gloom in other quarters about raising cash for the arts, Serota at the Whitechapel gallery sounds optimistic about the future. The recent closure was to allow £1,000-worth of work on the roof to go ahead, and the Calouste Gulbenkian Foundation has offered

£10,000 over three years towards the cost of appointing an education and community officer to develop new ties with "schools artists" and other individuals living and working in the area.

**Sporty**

Four years ago John DeLorean, one of the fastest rising management stars in General Motors, caused a stir in the industry when he quit unexpectedly. Now, he has created another furor in Detroit by announcing plans to do something that no one else has tried for at least 25 years—create out of nothing a brand new car company. DeLorean's scheme is to build a U.S. sports car to compete with the very high price and high performance European imports. It would be made of plastic and stainless steel, have gull-wing overhead doors, blind acceleration, low fuel consumption, and retail at over \$10,000.

It is certainly a high risk venture as the prospectus filed with the Securities and Exchange Commission implies: "Only investors who can afford a total loss of the minimum investment of \$25,000 should apply." Investment is limited to auto dealers who would also become franchised dealers for the vehicle, designated the DMC-12.

DeLorean stresses that another \$80m. is needed, ambitions stuff for a project which would use previously untried construction techniques and materials.

**Mason who?**

Directors of the First International Bancshares group include Elvis Mason and Dewey Freyley.

Local councils, charities and individuals help too, the latter

## UDT...

★ As a leading finance house, UDT offers loans to the individual; and to manufacturers, traders and farmers, finance for vehicles and equipment.

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Observer

## INDUSTRIAL STRATEGY: The NEB in action

## A selective approach to computers

BY CHRISTOPHER LORENZ, Electronics Correspondent

THE NATIONAL Enterprise Board is breaking new ground with a plan to link a number of computer companies in a subsidiary aimed at export markets. In exchange for putting substantial capital at the subsidiary's disposal, the NEB intends to take shareholdings in each of these companies. There are several reasons for attaching great importance to the plan, which initially concerns a few selected software houses, but could subsequently include some minicomputer makers as well.

It marks the first time that the NEB has taken a view about a whole industrial sector, and has formulated a plan for it. Secondly, instead of responding to approaches from companies (sometimes, though not always, companies in trouble), the NEB has taken the initiative in identifying the leaders of potential leaders in the sector and offers them support on a highly selective basis. This has obvious implications for NEB activities in other sectors which may be regarded by the Government, or by the NEB itself, as key ones. Third, the plan represents a significant broadening of public sector support for the computer tributary.

For the last nine years, one hard-hitting company, ICL, has received almost all the Government's support to the industry, in terms of both money and of preferential orders for equipment. Such growth has won the example of broad new state support schemes in France, Germany, and Japan—seems gradually to have convinced the Government that

more should be done for those producing minicomputers, peripherals, electronic components, as well as the providers of services. Up to now the Government's approach to these interrelated sectors has been almost entirely piecemeal, such as the abortive attempt several years ago to link the minicomputer activities of Ferranti, Computer Technology (CTL), and possibly GEC. This scheme has now been revived in the NEDC working party discussions.

Since early last year, the Government has been conducting a series of internal reviews of all its computer industry support policies. But it is likely to be spring, at the earliest, before any of them result in substantial changes or innovations. As with software, the NEB may be able to move more quickly than the Government with a new initiative in minicomputers, peripherals (including terminals) and components. This is not so much because the NEB already has subsidiaries in each field (Ferranti and Data Recording Instrument) as because it could find a winning formula with its new subsidiary: a combination of co-ordination (especially overseas) with minimum loss of independence for individual company management. The latter is a key consideration for the software houses, many of which have hundreds of employee-shareholders who are intent on maintaining independence.

The basic outline of the NEB's strategy, announced yesterday, involves the establishment of a new subsidiary, INSAC Data Systems, which



Programme checkers at work.

ever managed until now. This shifts the spotlight to programmes which have been written to run on this system as in the ICI case last month—few people realise that it is an idealistic declaration of intent. The question has been, and still is, how to achieve it without dissipating the agility of relatively small but successful organisations.

The NEB has good reasons for giving a particularly early and major priority to software.

It is clear, however, that the NEB wants to move as rapidly as possible towards harnessing the skills of software and hardware (or "systems") companies to a much greater extent than anyone in the British (such as disc drives). But even outperformed the hardware industry apart from ICL has when the theft of vital tapes probably be in new markets.

The British software industry

tough international competition. About 10 per cent. of its £90m. turnover last year was exported, and this excludes the billings of makers.

CAP could well become the indexed prices, against over NEB's first software investment for ICL in direct development. The Board's stake is 30 per cent. and software. Mr. Alan Benjamin, director-general of the Computing Services Association (CSA), complains that this money is taxed, and that far too few of the contracts under various schemes are given, as in France and the U.S., on the basis of 100 per cent. funding for complete well.

The most important new element behind the growing importance of software is the arrival in the past few years of a new generation of minicomputers and of the microcomputers. The first compresses into a small box, the second on to a few thumbtak-sized chips, the processing power which occupied several large cabinets a decade ago, and a whole room less than ten years earlier. Not only has this trend cut the cost of computing, but it has attracted all sorts of organisations which used to think of electronic data processing as something far too complex or expensive for them.

Mr. Alex d'Agapayeff, chairman of Computer Analysts and Programmers, one of the top companies, says this development has boosted demand for all types of software, both tailor-made for special systems and, a novelty—mass-produced for general applications. "In the past we were a Savile Row. Now we have to become a Marks and Spencer as well," he says.

He sees the European software market for software is rapidly changing things, he argues. This plus the ability to enter companies towards hitherto daunting overseas markets like the U.S. or even Japan, underpin the NEB's argument for linking some of the software houses in a relatively loose fashion in exchange for new products.

Not even the NEB itself

would argue that its new selective scheme relieves the Government of the need to extend its support of the software sector as a whole. Apart from special aid to ICL, the support of new investment by

the most important single instru-

## Letters to the Editor

## Industrial democracy

From Mrs. H. Derrick.

Many people would welcome the Bullock proposals if given any indication that they knew how to run a trade union, where the expenses are met by the members' contributions, in a very different manner from actually taking money in a highly technical, complex and competitive commercial undertaking.

The unions would demonstrate their expertise by buying business out of their not inconsiderable funds and showing that they could manage it profitably and democratically, the public would have more confidence in them and at the same time a valuable training ground for prospective trade union directors in the private sector which could thus be made available.

As things are, the prospect of protracted Board meetings divided on doctrinaire grounds is daunting to everyone involved and will result, I suspect, in the exit of skilled entrepreneurs to more rewarding and less demanding fields, for example, the sport, entertainment and service industries, reduced investment, particularly from overseas, less motivation for managers and non-union workers and, inevitably, more emigration of skilled and qualified men. One possibly good result is that we shall, before long, become once more a nation of small businesses.

Mrs. H. M. Derrick.

The Change, Rendwick, Stroud, Gloucestershire.

## Decisions to be made

From Mr. V. Gibson.

As a layman, so often referred to by our Government members and trade union officials as "the ordinary man in the street", it is not surprising that the Bullock Report difficult to digest; I just fail to see what relevance there is between its contents and our present unavoidable economic position.

For instance, just take the magic figure of 2,000 on a company's payroll; it makes the mind boggle to envisage the waste of manpower and effort and juggling involved in resolving circum-

stances as follows:

The magic figure has to be broken down to include/exclude probably 20/30 differing categories/trades unions (professions, technicians, crafts, trades, semi-skilled, labourers, apprentices, students, part-time etc.). Who qualifies to be included in the 2,000; moreover what body is responsible for fixing and maintaining this figure? A company or a group of companies—many have 20 to 30 or more subsidiaries trading under different names and conditions, and accountable as separate entities within the company/group—how does the magic figure apply?

During phases of boom and bust (which are not uniform for individual companies) payrolls fluctuate violently, probably more than once in a trading year—apart from companies that have trading altogether—how are boardrooms reconstituted, and what body of men determines decisions?

For instance, a company set

it with an agreed figure of 2,000

circumstances, say, in

the time, the employable bodies are reduced to say 1,400—

assume X (appointed by shareholders) only would be retained,

the other X + Y being automatic

disqualification (sacked). Con-

sequently, a company set off with

1,400 agreed bodies and

## True debt interest

From Mr. J. Mottram.

With reference to your summary of the White Paper on Public Expenditure (January 28), I am amazed that the narrower definition of debt interest means that the interest so excluded is also to be left out of the revenue account altogether and put into new borrowing accounts.

Because of the fallacy of the new definition that interest on deficits and capital are non-revenue expenses, the true figures for public expenditure for the years 1975-76 to 1978-79 should read £57bn., £57bn., £57bn. and £58bn. There is therefore no cut-back in total spending.

The White Paper goes on to say that in the wake of the oil price increase, the Government sought to cushion the impact on living standards. Fair enough, but in 1974 when the price of oil quadrupled the impact was £3bn. in extra expenditure and this does not equate with the borrowing figures of £1bn., £10bn. and £10bn. for the calendar years 1974-75.

Continuing, the White Paper

says the borrowings (PSBR) are equivalent to 10 per cent. of the GDP. Now the gross domestic product is an estimate in the minds of economists. What the White Paper should have said was that it amounts to 25 per cent. of our total revenue. In 1975 and 1976 for every 80p of revenue, we have spent 100p, and that excludes capital expenditure—it is as if the housewife spent more than the total income of the household. The sooner all that the financing of the PSBR is already placing an intolerable burden for the future, the better.

Because of a slowing of the steady demand in developed countries, fuel savings by the consumers, increasing costs for nuclear energy and greater competition from alternative energy sources, the wide installation of LWR reactors up to 1980 (excluding communist countries) is unlikely to exceed 30 GW/yr.

I calculate that the major world nuclear power plant builders (U.S., Germany, Japan, U.S.S.R., France, Sweden, U.K.) will have a combined LWR capacity of at least 40 GW/yr. In addition countries with significant nuclear development plans such as Spain and Brazil have a 2,000; moreover what body is responsible for fixing and maintaining this figure? A company or a group of companies—many have 20 to 30 or more subsidiaries trading under different names and conditions, and accountable as separate entities within the company/group—how does the magic figure apply?

There is therefore considerable overcapacity for LWR production, and the chances of Britain being successful against the already well established suppliers (particularly since we start from scratch with no special design/safety advantages as with Kraftwerk Union) are very slim.

We have already missed the

LWR bandwagon and this might

not be such a bad thing in view

of its safety and maintenance

problems and a worsening of its competitive position.

But have we really explored

all the possibilities of exploiting

and marketing the unique advan-

tages of our AGR technology?

That is, safety, reliability,

low operating costs). Since one

of the objections to AGR seems

to be the difficulty of engineering

it outside the U.K., what about

building it as a floating turnkey

project within the U.K., to be

sold or leased abroad and then

towed to a coastal site. This

might get round some of the

circumstances, say, in

the time, the employable bodies

are reduced to say 1,400—

assume X (appointed by share-

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# BAT Industries opens with £94m. advance

THE COMBINED results of the ing interests in the U.K. and former Tobacco Securities Trust Company and British-American Tobacco Company, now merged into BAT Industries, show taxable profit ahead by £9m. to £74m. for the year ended September 30, 1976. Turnover improved by £1.37m. to £5.83m.

Stated earnings per 50p share were higher at 51.2p (43.7p), or 46.6p (39.8p) fully diluted. The final dividend is 4.725p net. To former BAT Company members this represents a total for the year of 10.725p (9.225p); to TST members it represents a total 11.7p (11.375p).

The first interim for the year to September 30, 1977, is 3.5p net, against an equivalent first interim in 1975/76 declared by BAT Company of 2.917p.

Tobacco sales increased as a result of a small expansion in volume and higher selling prices, which pushed up operating profits by 30 per cent. In Europe, the main contribution to the increased profits was provided by Germany and by U.K. exports. Elsewhere in Europe, turnover increased, covered mainly in new static markets and profits advanced.

Brown and Williamson, in the U.S., suffered a slight loss of overall market share and rising costs absorbed the benefit of the increase in prices.

Souza Cruz in Brazil, substantially increased its volume, turnover and profits. Difficult conditions elsewhere in Latin America and the Caribbean were experienced by the company, but in aggregate profits improved.

In Asia, sales and profits improved, mainly due to good results from Malaysia, although profits from Indonesia and Singapore declined.

Sales volume and turnover in Africa improved generally, but profit experienced a mixed picture.

For the retailing activities in the U.S. consumer spending faltered after the first quarter and in real terms sales for the year were only marginally improved. However, Kohn Corporation achieved a real profit improvement. Gimbel and Saks Fifth Avenue together maintained gross margin on sales but this was insufficient to cover all the higher operating costs.

Despite unfavourable trading conditions in the U.K., intermediate profits achieved a higher net profit before charging the cost of closing smaller unprofitable stores.

The group's paper manufacturer was transferred to reserves

for inflation amounting to £46m. (£56m.) and a change in accounting policy has caused a significant increase in the value of trade investments of £31m. (£24m.).

All the figures given, including those for the previous year, have been adjusted as though the merger, which took place on July 23, 1976, had been effective throughout the period.

See Lex

## Samuel Webster soars

BREWERS, bottlers and wine importers Samuel Webster and Son reports a £1.06m. rise in pre-tax profit to a record £3.4m. for the 53 weeks ended October 2, 1976. Sales by the group, a subsidiary of Grand Metropolitan, improved by £4.5m. to £15.8m.

Earnings per 50p share were higher at 37.9p (24.9p).

Annual results for the year ended October 2, 1976, will be announced on February 28.

Analysts' estimates for the year are £3.25m. (£2.777), 32c (31).

Pre-tax profit: £3.4m. (£2.777), 32c (31).

Extraordinary credits: £125 (£125).

Retained: 601 (465).

Turnover: £15.8m. (£15.8m.).

Trade profit: 5.67 (4.26).

Operating profit: 4.30 (3.35).

Interest: 5.6 (4.2).

Pre-tax profit: 3.78 (2.42).

Net profit: 1.91 (1.15).

Minerries: 31 (18).

Attributable: 1.70 (1.15).

Dividends: 36 (35).

Exchange gain: 147 (147).

Trade marks value: 1 (1).

Revaluation: 17 (17).

Of goodwill: 26 (26).

To Reserves: 26 (26).

Net profit: 24.78 (17.55).

Tax adjustments: 16.82 (12.52).

Dividend: 12.71 (12.62).

Retained: 17.42 (16.98).

Turnover: 4,130.81m. (£3,862.98m.).

Trade profit: 1,312.16m. (£1,218.51m.).

Exceptional: 38,394 (39,571).

Profit on prop. sale: 3.81 (3.81).

Interest: 3.81 (3.81).

Pre-tax profit: 29.940 (31,715).

Net profit: 24.788 (17.55).

Tax adjustments: 16.82 (12.52).

Dividend: 12.71 (12.62).

Retained: 17.42 (16.98).

## IDC shows little change

FOLLOWING the trend of the first half, builders and designers IDC Group maintained the year to October 31, 1976, with pre-tax profits little changed at £1.02m. against £1.01m. mid-term profits.

A final dividend of £1.874p net per 20p share steps up the total payment from £3.615p to £3.641p. An amount of £35,983 is being waived.

Turnover for the 12 months totalled £22.51m. (£22.22m.) and for the period took £651,941 (£579,276).

Figure include an exceptional loss of £118,231, being a debt provided in the accounts of a subsidiary, the precise nature of which deemed necessary as the debt is due from A. E. Symes, a subsidiary of David Charles.

The dividends will be paid on February 15 to holders on the register at January 31, 1977, who have not accepted the offers with the balance to William Press and Son, in accordance with offer document dated December 10, 1976.

Income of £31,807 and earnings per 25p share from 1.81p to 2.12p.

First Intnl. Bancshares leaps 92%

A leap of 29 per cent in net profit from £31,864 to £59,550 was produced by First International Bancshares, the London-based bank in the First International Group of Dallas, Texas, for the year to December 20, 1976. At year-end total balance-sheet value was up £31m. to £116m.

Mr. Robert H. Stewart, the chairman, reports a high level of fee income from the management of syndicated loans, the largest of which is from the European subsidiary, and tax exemption adjustment of £17,315 credit (£17,161 charge from its tax relief available to prior year). Credit.

The fall in profitability is wholly attributable to the U.K. factories, to an exchange loss in the second half of the year of about £30,000 and to a bad debt (which may be recovered) of £88,000, say the directors. Both the French and Canadian companies have produced profits and the French company in particular has shown continuing progress in its second year of trading, they add.

The litigation referred to in last year's accounts has now been determined in the company's favour, and costs have been awarded to the company, the directors report. These costs have, however, been provided as in the previous year as an exceptional item, though it is anticipated that as much as £20,000 may be recoverable.

The company operates as future manufacturers.

## JAMES SCOTT

James Scott Engineering Group has declared the following dividends in respect of the Preference shares; a dividend for six months to January 31, 1977, on first Preference shares; and arrears of the dividend to January 31, 1974, on the year ended September 30, 1976, fell from £111,722 to £11,381. The first quarter of the current year shows continuing improvement in the U.K. and the directors say.

Stated earnings are down from 26.2p to 17.75p per 25p share, and the sole dividend is 8.5p net. See

document dated December 10, 1976.

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First Intnl. Bancshares leaps 92%

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Mr. Robert H. Stewart, the chairman, reports a high level of fee income from the management of syndicated loans, the largest of which is from the European subsidiary, and tax exemption adjustment of £17,315 credit (£17,161 charge from its tax relief available to prior year). Credit.

The fall in profitability is wholly attributable to the U.K. factories, to an exchange loss in the second half of the year of about £30,000 and to a bad debt (which may be recovered) of £88,000, say the directors. Both the French and Canadian companies have produced profits and the French company in particular has shown continuing progress in its second year of trading, they add.

The litigation referred to in last year's accounts has now been determined in the company's favour, and costs have been awarded to the company, the directors report. These costs have,



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a guide for Company Directors.

CHARITY CREDITS

an explanatory leaflet.

DEEDS OF COVENANT

their preparation and administration.

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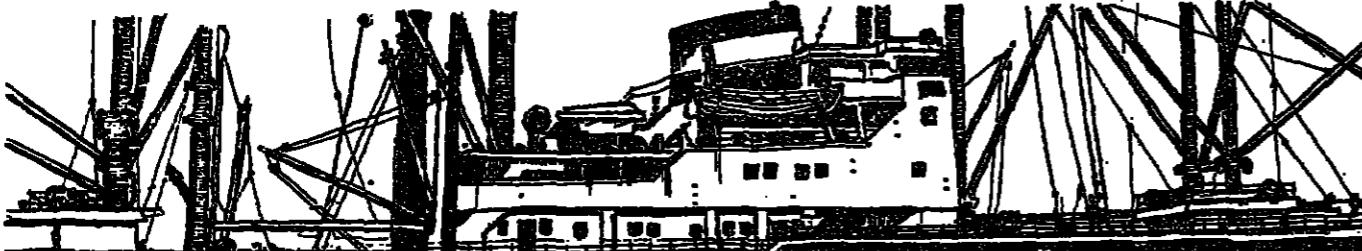
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FT (F)

## A FINANCIAL TIMES SURVEY



# NIGERIA

The Financial Times is to publish a major survey on Nigeria on February 14, 1977. Nigeria, though not the largest country in Africa, is the most heavily populated. This, together with the fact that since independence in 1959, Nigeria has turned the economy's emphasis from being heavily dependent on agriculture, to a growth economy based on petroleum and associated products, makes the country one of the most influential in Africa.

Since the 1950s, output in the industrial sector has risen steadily, making the Nigerian market of increasing importance to Europe and the rest of the world. Although the U.K. is still the main supplier and customer, Nigeria is moving away from its former dependence upon Britain.

All these points and many others will be examined and covered in depth in the survey under the following headings:

Introduction: a political and economic review.

The moves towards defining a new constitution, and the role of the new states.

The role of the Army.

Foreign policy.

Education—the spread of universal primary schooling.

The economy.

Plans for economic development.

The role of the foreign investor in Nigeria and indigenisation.

Business in Nigeria.

The oil industry.

Banking and financial services.

Port congestion and transport.

Trade.

Industry.

Profiles of selected companies and opportunities for businessmen.

Agriculture.

Trade unions.

The proposed publication date of the survey is February 14. For further information about this survey, copy date and advertising rates contact:

Helen Lees, Deputy Overseas Advertisement Manager—Africa,  
Financial Times, Bracken House, 10, Cannon Street, London EC4P 4BY.  
Tel: 01-248 8000 Ext. 238. Telex: 885033 A/B FINTIMES LDN.

**FINANCIAL TIMES**  
EUROPE'S BUSINESS NEWSPAPER

The content and publication dates of surveys in the Financial Times are subject to change at the discretion of the Editor

### MINING NEWS

## Pancontinental still sits and frets

BY KENNETH MARSTON, MINING EDITOR

AUSTRALIA's Pancontinental allowed Iron Ore Company of Australia to return to the black-clad position, it is stated.

Mr. Getty Oil, is sitting on the two years of losses of our former correspondent uranium remains frustrated by reports that IOC had a 1976 net income of \$20m. (\$11.42m.) compared with a loss in 1975 of \$700,000 and a loss in 1974 of \$48,4m.

So while uranium producers in other parts of the world are eagerly snapping up valuable export contracts, Pancontinental can only repeat in its latest quarterly report that construction work at its Ranger uranium project in the Northern Territory still awaits Government approval.

Meanwhile, a draft environmental impact statement has been filed with the Ranger environmental inquiry.

Pancontinental says that it has decided to allow its interests to lapse in the Licence 10 area of Ocean Resources' uranium project. The latter company's 150 acre area is also being explored by Pancontinental under a joint venture deal.

Of other exploration, no further work is to be done in the Licence 552 area where Pancontinental is partnered with Baulk Minerals and Western Nuclear Australia. In Canada, favourable geological formations with potential for uranium mineralisation have been found in the Papaschawas area of central Quebec. Pancontinental is linked here with Cominco and James Bay Development.

Pancontinental's chairman, Mr. Tony Grey, says that the company will not defend itself against the claim "completely without merit" which has been brought against it in the U.S. by Westinghouse Electric. Legal advice is that U.S. courts have no jurisdiction over Pancontinental and that no U.S. judgment would be enforceable in Australia.

The company is one of 29 present and potential uranium producers throughout the world which have been named by Westinghouse in an action in the U.S. district court in Illinois which alleges a conspiracy to effect a rise in the price of uranium and to control the supply of the material.

Westinghouse says that nine of the 19 non-U.S. uranium producers concerned have elected not to respond to the charges against them or to appear in the U.S. court. All nine, including four Australian companies, have been judged to be in default by U.S. District Judge Prentice Marshall.

The non-U.S. groups involved include Anglo American Corporation, Rio Tinto-Zinc and Queenland Mines. Ireland's Silvermines mining and industrial group reports a similar setback for the 12.1 per cent owned Gannet Offshore Production Services. An accident has occurred during the final acceptance trials of the crane barge chartered by one of Gannet's subsidiaries for the rehabilitation of an Egyptian offshore oilfield.

This was the Gannet group's major contract. The accident has prevented the receipt of income from the contract and

### SHERRITT PEERS UNDERGROUND

Production from the Greenville nickel-cobalt project in Queensland, jointly owned by Australia's Metals Exploration and Freeport Minerals of the U.S., continues to be restricted by the reclassification programme at the ore reduction furnaces and coolers of the Yabala plant.

A statement from Metals Exploration, listing production figures for the December quarter, also explains that a failure in the thickest circuit restricted output for six weeks during the quarter.

Output contained nickel in oxide from Greenville was 4.02m. kilograms in the December quarter after 4.33m. kg. in the previous quarter. Contained nickel in sulphide output was 418,000 kg. against 562,000 kg. while cobalt in sulphide production was 164,000 kg. against 223,000 kg.

In the year to last June, Metals Exploration had a loss of \$5.34m. (\$3.1m.) partly because of the failure to make an operating profit at Greenville. But the company said that it had benefited from the Australian devaluation during the last quarter, although its debt burden had increased because of the amounts repayable in foreign currency. Metals Exploration, a survivor from the Poseidon boom era, was 20p yesterday.

A SETBACK FOR SILVERMINES

Ireland's Silvermines mining and industrial group reports a similar setback for the 12.1 per cent owned Gannet Offshore Production Services. An accident has occurred during the final acceptance trials of the crane barge chartered by one of Gannet's subsidiaries for the rehabilitation of an Egyptian offshore oilfield.

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### UNIONS SEEKING PILBARA PEACE

The president of the Australian Council of Trade Unions, Mr. Bob Hawke, has said in Perth that he had assured Japanese iron ore mills that efforts will be made to cut the number of strikers in the Pilbara iron ore producing region of Western Australia.

He told a Press conference on

returning from Japan that his plans to reorganise industrial relations in the region will ensure continued iron ore supplies to Japanese markets.

Mr. Hawke added that Mr. Saburo Tanabe, senior managing director of Nippon Steel, told him that Australia's proportion of Japanese iron ore supplies will at least be maintained, and possibly increased, if industrial relations in the Pilbara are suitably restructured.

### ROUND-UP

The Quebec Government's mining company, Société du Québec, to develop major salt deposits in the Magdalen Islands, an isolated group in the Gulf of St. Lawrence.

The total investment needed for the project, including port facilities, will be about \$50m. (\$28.5m.). The mine could produce 900,000 tons of salt a year from 1980.

\* \* \*

In British Columbia, the Placer Development subsidiary, Canex Placer and Equity Mining, have decided to delay development of the Sam Goosby copper-silver property near Houston. Talks are being held on a revised schedule. Equity owns the property and Canex Placer has agreed to develop it.

\* \* \*

Vancouver's Colby Mines states that Union Oil of Canada has agreed to take part in the exploration and development of the zinc-lead-silver property at Kingfisher Creek, British Columbia.

No details have been announced.

Colby diamond drilled the property with good results last year.

\* \* \*

South Africa's Leslie Gold Mines is applying for state aid, and if this is granted, it may be possible to carry out further development in the mine's western section.

Boreholes indicate that the area

may contain payable reef, but the

actual grade of ore cannot be

determined until the sector is

developed.

\* \* \*

Willis Faber Pension plan

Willis Faber Advisory Services,

the employee benefit division of

the insurance broking group

Willis Faber, has launched a new

retirement plan—C Plan designed

to provide employers with simple

means of supplementing the bene-

fits provided under the new state

pension scheme due to come into

operation in April 1978.

The new plan from Willis Faber provides a cash sum payable either at re-

irement or on death while still

working, benefits that are not

provided in the new state scheme

which eschews lump sum pay-

ments.

The member dies while

working, the benefit would be

150 per cent of his earnings

while at retirement the payment

would be 3 per cent of "final

earnings" for each year of mem-

bership. In each case the pay-

ment would be completely tax-

free. If the employee leaves ser-

vice before retirement, then pro-

viding he or she has at least five

years' membership, a payment

would be made at ultimate

retirement of 3 per cent of "final

earnings" for each year of ser-

vice.

The cost of the scheme is borne

completely by the employer. In

the first year the contributions

which are completely tax deduc-

ible, would be 4 per cent of the

taxable earnings of eligible em-

ployees (as shown on the P60)

for the previous year, irrespective

of sex or age distribution of those

employees. Thereafter contributions

would be adjusted to the expe-

niture of the initial rate

in the first year.

The plan is under-

written and administered by the

Scottish Provident Institution.

## Reed recovers to £54m.

### after nine months

THE RECOVERY trend at Reed International has continued in the third quarter of 1976-77 with pre-tax profits rising from £5m. to £19.9m. This takes the total for the nine months ended December 31, 1976, up from £28.5m. to £54.3m., at which level it exceeds the 1975-76 figure by £17.8m. and comes within £5.5m. of the record achieved in 1974-75.

## INTERNATIONAL FINANCIAL AND COMPANY NEWS

## Index-linked share offer by Svenska Handelsbanken

By WILLIAM DULFORCE

VENSKA HANDELSBANKEN, one of Sweden's two largest private commercial banks, to-day reported a 15 per cent increase in 1976 earnings and simultaneously announced that it was making a new issue of so-called index-linked shares. As far as the management is aware, this will be the first example in any country in which a shareholder's dividend has been linked with consumer prices.

Mr. Jan Wallander, the managing director, said the bank was practising the principle that shareholders should receive a return on their investment which kept pace with the decline in the value of money.

The Handelsbanken Board is proposing to make a bonus issue of one share for every seven at a price of Kr.125 compared with a par value of Kr.100 and to-day's market price of Kr.294. The two issues will raise the share capital by Kr.630m.

The index-linked shares will rank after the Preference shares but before the Ordinary shares as regards dividend entitlement. They will receive a fixed dividend of Kr.625 or 5 per cent. of the issue price, this first dividend being payable in 1978.

If the Swedish consumer price index were to rise by 10 per cent. in the ensuing year, shareholders

will receive a means of protecting savings against inflation. The in-

STOCKHOLM, Feb. 1.

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## Profits soar at Porsche

By ADRIAN DICKS

POSCHE, the West German high-performance motor manufacturer, announced to-day a threefold increase in its profits during the business year ended last July 31, and a 71 per cent. increase in turnover.

Production leapt during the calendar year 1976 with the introduction of the new 924 model. Although development costs were greater than expected, the company reported to-day, profits during the 1975/76 business year

rose from DM2.5m. ( \$602,000) to DM7.5m., allowing DM2.5m. to be transferred to reserves.

Group turnover rose to DM600m. from 1975's DM355m. and Porsche hopes to see it top DM800m. to DM1,000m. This will apparently be used to help finance a continuing rate of new investment of at least DM50m. a year.

During the current business year, the concern expects to invest about DM75m. from its own resources.

Porsche, whose shares are held

BONN, Feb. 1.

by members of the Porsche and Piech families, decided at its annual meeting yesterday to use accumulated reserves to increase share capital from DM50m. to DM75m.

This will apparently be used to help finance a continuing rate of new investment of at least DM50m. a year.

During the current business year, the concern expects to invest about DM75m. from its own resources.

Porsche, whose shares are held

## AMERICAN NEWS

## Mixed results from steel industry

By OUR NEW YORK STAFF

STEEL COMPANIES, which have been announcing year-end quarterly figures during the last two weeks, have reported mixed results which affect each company's particular area of concentration.

The industry divides itself either neatly into two segments—those whose product mix has heavy steel predominating, and those who specialise in light gauge steel.

The heavy steel, used for construction, has caused declines for U.S. Steel and Bethlehem Steel, the two largest steel producers in the country. Allegheny Ludlum Industries, the major specialty steel producer in the U.S., to-day reported a drop in profit from continuing operations of 32 per cent. for the final quarter and 3.4 per cent. for the year.

National Steel, ranking third domestically, and Inland Steel, ranking sixth, each concentrate in the lighter gauge, flat rolled steel used in cars and appliances.

National has reported a profit of 4.8 per cent. for the fourth quarter and 48 per cent. for the year. Inland last week reported a final quarter rise of nearly 100 per cent.

National, which announced today that it has entered into negotiations to acquire Revere Copper, not only to diversify, but also to strengthen its position in the rapidly improving aluminum market, said that fourth quarter net was \$15m. or 9 cents a share, up from \$14.4m. or 77 cents a share. Sales and operating revenue climbed by 27 per cent. to \$644.5m. from \$533.5m.

Ful year results were net income of \$85.7m. or 4.53 a share, from \$88m. or 3.10 a share. Sales and operating revenue fell by 27 per cent. to \$1,285.5m. the year before.

Allegheny Ludlum's fourth quarter profit from continuing operations fell to \$5m. or 48 cents a share, from \$10.3m. or 22 cents a share for the final quarter, down by 25 per cent. to \$204m. from \$1,285.5m. the year before.

For the full year there was a

slight fall in earnings from continuing operations to \$30.7m. or 3.41 a share, from \$31.8m. or 3.58 a share. Sales climbed however to \$889m., a gain of 23 per cent.

## NYSE to consider options membership

Aside from the reasons given by U.S. and Bethlehem for their profit slides, Allegheny's president Robert Buckley blamed a "record surge of specialty steel imports" for their own problems in what he described as a "most uneven year."

Analysts point toward some projections for the industry, noting first that the tremendously cold weather now being experienced in the eastern half of the U.S. will have an "unsettling" effect on first quarter profits for all the steel companies.

With many steel plants located in Ohio, Pennsylvania, and Indiana, states quite severely affected by the cold and the resultant shortage of natural gas, a drop is predicted for heavy and light steel producers alike.

Beyond that, one analyst suggested that National and Inland would lead the industry in 1977

At Thursday's session, directors are expected to discuss a mini-car.

## State stake in Van Doorne

By OUR OWN CORRESPONDENT

THE DUTCH Government is to inject risk capital into the company rather than furnish expanded capital of Van Doorne's transmision company in Tilburg. It will contribute to its new capital will be 25 per cent. with the remainder being held by the Van Doorne Automobilefabrieken.

VDT was founded in May, 1972, to develop and manufacture automatic transmissions initially for private cars and lorries according to a new system invented after his retirement by Dr. Hub. Van Doorne of the Daf car factories. The system is also suitable for industrial applications. It was added to the Daf car factories.

The government has decided to sign agreements with com-

## Speedy appointment at Swedish Match

By Our Own Correspondent

STOCKHOLM, Feb. 1.

SWEDISH MATCH, the object of a takeover bid by the KemaNord chemicals company, has appointed a new managing director, Mr. Gunnar Dahlsten, 49, former managing director of the Molnlycke company, manufacturers of disposable hygiene products. He will replace the retiring managing director, Mr. Rolf Deinoff, on June 1.

The appointment has been announced more quickly than expected and illustrates the determination of the unions to formulate a code of conduct to improve plant productivity.

Mr. Dahlsten built up Molnlycke 'in the ten years to

1975 from a domestic company with sales of Kr.239m. and international concern with a turnover of over Kr.300m. and earnings of Kr.28m. In 1975 Molnlycke was taken over by Svenska Cellulose (SCA), the pulp and paper group.

Mr. Deinoff will remain with Swedish Match as a consultant for special assignments.

## Paper groups in talks

By Michael Van Os

AMSTERDAM, Feb. 1.

THE BOARD of Kon. Nederlandse Papierfabrieken (KNP) and Kappa to-night announced they had decided to investigate the possibility of a merger. Such a combination could become a formidable force on the Dutch paper and carton market with annual sales well exceeding the Fis.800m. mark.

KNP, which is based in

Maastricht, is the major company which had annual sales

of Fis.675m. in the past

year in which it managed to

break even financially

despite the great problems

besetting the Dutch paper in-

dustry.

During the current business

year, the concern expects to

invest about DM75m. from its

own resources.

Ford Motor capital spending

FORD MOTOR'S worldwide

capital spending in 1977 will

reach \$2bn. compared with last

year's \$1.2bn., executive vice-

president Mr. William Bourke

told a news conference in New

Orleans, reports Reuter.

Until a few weeks ago, both

matters were largely separate,

although controversial in their

own rights. However, the

exchange board's decision last

month to approve in principle

the concept of options trading

has raised the question of whether

the present 1,366 individual

memberships are enough

for an options trading programme

in a big board source said.

At Thursday's session, directors

are expected to discuss a mini-car.

## Union breakthrough for Alfasud plant

By PAUL BETTS

STOCKHOLM, Feb. 1.

A MAJOR breakthrough in the troubled relations of the State-owned Match, the object of a takeover bid by the KemaNord chemicals company, has

appointed a new managing

director, Mr. Gunnar Dahlsten,

49, former managing director

of the Molnlycke company,

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The appointment has been

announced more quickly than

expected and illustrates the

determination of the unions to

formulate a code of conduct to

improve plant productivity.

Since it was set up at a total

cost of Lire 650bn. ( \$233m.)

Alfasud, the Southern subsidiary of Alfa Romeo which is

now run by the State IRI group

—has been plagued by labour

unrest and low productivity. It

has consistently reported heavy

losses and according to its last

balance sheet the company lost

Ls.30bn. (about £40m.) in 1975

alone.

Daily production at Pomi-

gliano, which was to have

reached 1,080 cars a day in 1974,

had hovered around the 400 mark.

The new code of conduct aims

at reducing the large number of

wildcat strikes and the wide-

spread absenteeism which has

severely hit plant production. In

1975 there was a total of 1,420

unofficial strikes while the rate

of absenteeism averaged 18 per

cent, reaching peaks of between

30 and 50 per cent. of certain

days. In the same year, Alfasud

was unable to honour 22,000

contracts by the company.

Alfa Romeo's managing director, Sie

Gaeano Cortesi, commented

after the union decision that the

new code could be an example

illustrating that there could be

positive labour relations in the</

## INTERNATIONAL FINANCIAL AND COMPANY NEWS

## Market expects new move on Thyssen-Huette bond

BY PAULINE CLARK

THE RESTORATION of the expected to be more for reasons German domestic bond market put it of "good name and a desire to do something for the market" than a particular need to search out "other borrowing sources. It is also pointed out that DM100m. would only represent around one fifth of the company's current investment requirements.

Thyssen is believed to have been considering a domestic bond as long ago as November—at the same time as the Kauthof issue and at a time when the market was still going through its prolonged period of exceptionally strong demand. But by waiting to watch the reception of this first issue, Thyssen's plans seem to have been overtaken by events.

The new year saw a reaction in a market which, although happy to accept a Federal Government issue for ten years with a 7.5 per cent. coupon to yield 7.4 per cent. towards the end of last year, was unable to swallow January's DM900m. rail way offering also for ten years but with the coupon lowered to 7 per cent. This issue is still trading between banks at a 0.75 per cent. discount.

The reasons for this change of sentiment have severely hampered the new bond in good stead although it is pointed out that trading in such issues will remain at some disadvantage until more names are added to the list.

It should be a source of encouragement to Thyssen, however, that the Kauthof bond has benefited from its novelty value to the extent of maintaining a premium to its issue price through much of the latest period of weakness in the market.

Speculation that the bond is imminent has now revived however following an improvement in market conditions since last Thursday. A spokesman for the lead manager, Deutsche Bank, said yesterday that Thyssen would be watching the progress of the bond market for a few days yet to ensure that the upturn would be sustained.

With this qualification, next Friday or Monday seem to be likely dates for the launching of the bond with possibly a 7.5 per cent. coupon at an issue price near to par and a 12-year life.

Like Kauthof, Thyssen was last seen on the market in 1971 with an DM100m. loan for 15 years at 7 per cent. on an issue price of 98. The forthcoming issue is

The current weakening of the D-Mark has clearly not helped since it was foreign interest in domestic bonds which was a major contribution to the strength of the market towards the end of last year. Latest Bundesbank figures show that foreigners bought a net DM432m. worth of Government and local authority bonds in November which was the highest monthly total since 1973.

Although this momentum was clearly not sustained in January, London brokers are still able to point to certain attractions in the D-mark markets where the currency is still considered to have underlying strength and where the projected inflation rate of under 4 per cent. for the country this year suggests a good return on investment.

Industrial bonds offering necessarily slightly higher yields are considered welcome especially at a time of uncertainty on the equity market and where certain elements of the new tax reform act as a disincentive to foreigners.

Thyssen's name and its favourable performance against other European competitors could stand the new bond in good stead although it is pointed out that trading in such issues will remain at some disadvantage until more names are added to the list.

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## Syndicated loan of \$75m. for Manila bank

By Our Own Correspondent

SINGAPORE, Feb. 1. A \$75m. syndicated loan for the Development Bank of the Philippines has been put together in Singapore. The agreement will be signed to-morrow. Lead managers for the loan are the Bank of Montreal (Singapore branch) and the First Chicago Merchant Bank. Co-managers are Bank of America, Citicorp International Group, Credit Suisse, Crocker National Bank, First Canadian Finance Corporation and Trident International Finance.

Figures released by the Monetary Authority of Singapore (MAS) last week showed that the assets and liabilities of Asian Currency Units (ACU) in Singapore reached \$17.354m. at the end of December.

Industrial bonds offering

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The overriding explanation however, seems to be that the unions merely pushed their luck at a time when the market was going through a period of consolidation.

## Norwegian banks' profits up

BY FAY GJESTER

A MARKED INCREASE in profits last year is reported by the three leading Norwegian commercial banks, which have so far published results for 1976. All three will be raising dividends compared with 1975.

The largest of the three, Bergen Bank, is increasing its dividend to 10 per cent. from 9 per cent. a year earlier, following a jump in net profit to Kr.55m. (18.5m.) from Kr.36m.

Bergen Bank was created in October 1975, through the merger of Bergen's Kreditbank and Bergen's Privatbank, and assets, the bank increased share capital last year by Kr.60m. to Kr.768 was the new bank's first full operating year.

The bank's managing director, Mr. Finn B. Henriksen, stressed that the size of last year's improvement partly reflected the fact that results in 1974 and 1975 had been unusually poor. In 1975, the merger process had involved additional costs and extra work.

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Fellesbanken (Union Bank of Norway), a commercial bank owned jointly by Norway's Savings Bank, increased net profit by Kr.9.7m. to Kr.13.3m.

It is paying an 8 per cent. dividend for 1976 compared with 9 per cent. in 1975. Total assets increased

to Kr.300m. and this year it pro-

poses a further increase of Kr.100m. through a one for three rights issue.

Kristiania Bank og Kreditkasse

reports a 15 per cent. rise in assets last year, to Kr.8.1bn.

While net profit climbed from Kr.33m. to Kr.59m. The dividend is being increased to 11 per cent.

Fellesbanken's total assets rose in 1976 by 16 per cent. to Kr.55m. (18.5m.) from Kr.36m.

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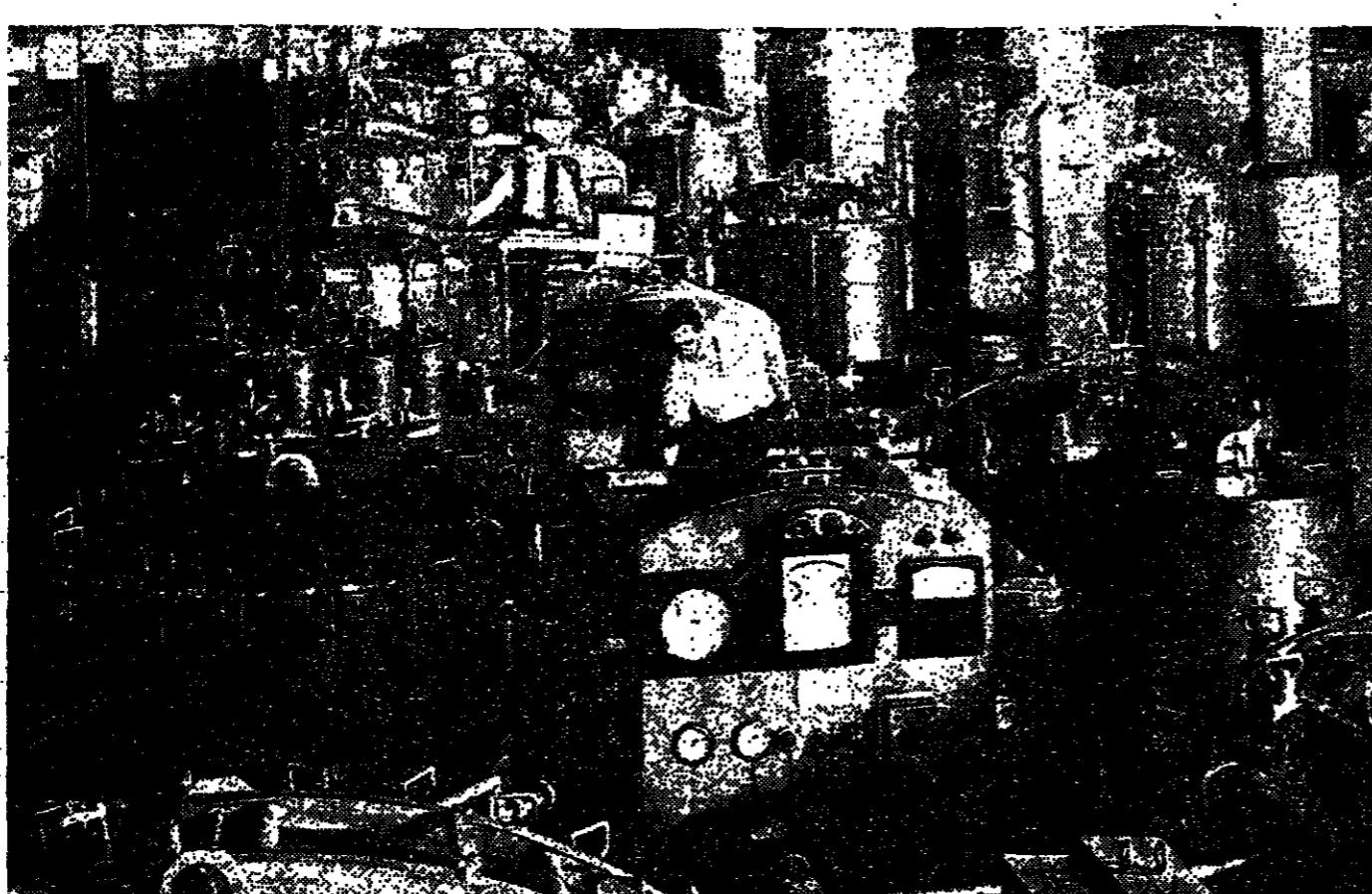
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## BRADFORD III

## Some recovery in textiles



Stainless steel vats for dyeing wool and other fibres at Bulmer and Lumb's textile factory in Bradford.

THERE ARE a few cautious smiles on the faces of Bradford's wool textile men at last, but no broad grins as yet. The industry has gone through traumatic days during the last decade and is not yet out of the wood. But people in the trade are feeling more optimistic.

Bradford is not the "Woolopolis" it once was. The Wool Exchange, handsome Moorish building, where the fortunes of the trade were decided every Monday and Thursday in past the little years, still stands. It survives now as a valuable "talking shop" for the trade. Its days as an important trading head-quarters belonged to the era of a multitude of small top-makers—like so many institutions it has become redundant.

The golden age of the industry has gone. The Crowthorn brothers, the Bankers are dead—if they ever existed, lived. But what is left is a complex, highly sophisticated and important industry, high on the list of Britain's exporters, a cleaner, more pleasant working environment than in the old days and with the number of jobs at the rate of many jobs a month.

The Wool Textile Delegation recently announced a strong recovery from the poor trading conditions of recent years. Exports in 1976 are estimated at £290m., the highest ever in value. "Cost inflation naturally served to boost the figure, but there were also substantial volume increases over the previous year—of between 20 and 25 per cent in tops (combed wool) and yarn, while exports of cloth also began to register quantitative gains towards the year end."

Talk in the trade is of a worldwide return to natural fibres. An elegant, classical look is coming back into fashion. Representatives from the Bradford trade in Paris recently were asked to produce all-wool patterns for women's suits. "We haven't any ladies' cloth," they said (it is usually lighter weight than men's). But the French wanted to use men's suitings to produce a proper tailored look.

One manufacturer said: "I think people are suddenly sick of synthetics. They're prepared

to buy an all-wool suit for a lot of money and make it last. It is cannot live with some of the really famous manufacturers in Germany, France and Italy have stated frankly that they are following the British look in their new products at which many of the goods are brought in."

Unfortunately, the boom in exports is not repeated in home trade. The trade is worried at the high numbers of low-cost suits and cloth still flowing into the country, mainly from Comecon countries—a £245m. business in the first nine months of last year and 35 per cent up on the same period in 1975.

## Imports

Mr. Michael Roberts, chairman of the Wool Textile Delegation, says: "Imports of men's and boy's suitings took a sharp downturn during the year, but the level is still very much too high. No matter how

tailoring factories of Leeds, are not looking bleak as they once did. True, there has been a big rundown in jobs. In 1959 the industry provided work for 70,000 in the district—this had fallen to 34,000 by 1974, according to figures issued by the city council. Much of this was the result of rationalisation processes, new machinery and concentration of production in fewer companies.

There have been continuing success stories—the rapid growth of the Ilkley

## Preserving its traditions

AN OLD missionary hymn of the last century had the line: "On Bradford likewise, look thou down, where Satan keeps his seat." Local opinion is that the writer was seeing the smoke and grime and confusing it with people's morals.

Now the city centre is smoke-free and does not look like Satan's seat any longer. You can even recognise the statues of the monarchs of England round the wall of City Hall and appreciate the charm of the Alhambra Theatre.

The rebuilding of Bradford was not to everybody's taste. Many mourned the loss of Swan Arcade, an ornate Italian-style rabbit warren of shops and offices which played a great part in the growth of the local wool trade. The arcade has gone—and is immortalised in a long chapter of Bradford-born novelist J. B. Priestley's autobio-

graphy.

There were many problems. Bradford was a typical West Riding city, with streets and streets of back-to-back houses hugging close to the centre and the mills and wool-warehouses where the residents worked.

It also had its share of some substantial houses, homes of the masters of the trade, which declined into commercial hotels or offices or dignified slums after their owners had discovered greener pastures out at Ilkley or Guiseley or Harrogate.

A lot of the old back-to-backs have gone, some to make space for Bradford's growing university. Bradford has always been a forward-looking housing authority. Its council houses, even back in the 1930s, had a style and stolidity that were the envy of other West Riding centres.

A lot of the old property survives. The area around Lumb Lane and Manningham, a few minutes from the city centre, has developed into a Pakistani enclave—the Burma Road, locals call it. To take a trip here in mid-afternoon is to step into another world, another culture. Pakistani banks, airlines, textile shops selling nothing but saris, Asian grocers, and pubs where you hardly see a white face cluster together.

The air is heavy with curry aroma. "I remember when all you could smell round here was wool grease," grinned a taxi driver dropping a fare. "It was worse than curry." The surroundings were a million miles

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## FARMING AND RAW MATERIALS

## EEC potato import duty plans

BRUSSELS, Feb. 1. EUROPEAN Commission called on the EEC Council to approve a further extension of potato duty suspensions which have been in force for most of the past 12 months.

The new proposal would maintain the duty suspension for potato imports from the present expiry date February 28, through to April 15. For new states the Commission is proposing a shorter extension—by the end of March—in deference to the need to give Community preference to Italian new crop supplies.

The common external tariff on W potatoes is normally 15 per cent, and on seed, 9 per cent. Latest estimates indicate that last year's drought-bitten EEC potato crop was some 30 per cent below the five-year average, and of poor quality. Compared with 1975 production, which was also low, 1976 output shows a shortfall of 15 per cent.

## World sugar surplus of 4m. tonnes likely

WASHINGTON, Feb. 1. U.S. Agriculture Department said the 1976-77 world sugar crop would probably total 15.5m. tonnes, 5m. more than in previous year's crop and 4m. more in excess of estimated world consumption.

In a summary of its sugar and sweetener report to be issued February 8, USDA said world stocks at the beginning of the September 1977-August 1978 year are expected to represent about one-fourth of world consumption, against about a half a year ago.

USDA said supply-demand estimates for sugar suggested world and U.S. sugar prices would remain near their late March levels during the first half of this year.

## ISSR BUYS MORE U.S. MUTTON

WELLINGTON, Feb. 1. The Soviet Union has so far bought 16,000 tons of mutton and lamb from New Zealand, 16,000 tons of mutton and lamb at \$NZ5.5m. Thomas Thwaites, New Zealand's trade minister, said: "Shipments will begin in March and end in June, the country said. Russia bought 27,652 tons of mutton from New Zealand last year.

Mr. Bergland said he intended

## U.S. stockpile sales bid unsettles tin market

BY JOHN EDWARDS, COMMODITIES EDITOR

TIN PRICES fell in London yesterday and Malaysia overnight, following news from Washington that a Bill to release 30,000 long tons of tin from the U.S. Government stockpile had been introduced in the House of Representatives.

But the market reaction was limited by uncertainty about whether the Bill would get through Congress and how long it would take for additional supplies to become available to relieve the present world shortage.

As a result, cash tin on the London Metal Exchange closed only 245 lower at \$3,485 a tonne. This compares with a fall of \$20 on Monday attributed at the time to concern about the effect of the severe winter on the U.S. economy and demand for metals.

The Straits tin price in

the Penang market overnight also had a very mild decline of only \$M11 to \$M1,428 a picul and it still well above the International Tin Agreement "ceiling" of \$M1,325, although down in mid-January.

U.S. stockpile tin has been used previously to fill shortfalls in world supplies. Although

there have been constant market rumours of plans for the theoretically the U.S. as a mem-

## U.S. farm policy 'will have market slant'

ORLANDO, FLORIDA, Feb. 1.

MR. BOB BERGLAND, the U.S. Agriculture Secretary, told the annual meeting of the National Cotton Council that the Carter Administration's agriculture policy would be basically market-oriented.

The Administration was working on an all-risk, all-peril crop disaster insurance scheme, Mr. Bergland said, but it would take a year to produce concrete proposals.

He later told a Press conference he intended to announce a fixed loan rate for cotton which will not be amended during the summer as in the past.

Asked about international commodity agreements which provide price controls through buffer stocks, Mr. Bergland said he knew of no means to enforce compliance.

However, he realised the importance for developing countries of increasing their economic performance and that at this stage he was neither rejecting nor endorsing the commodity agreement proposals before the United Nations Conference on Trade and Development.

It is not clear yet whether what the Carter Administration will think of this Bill. Last October President Ford unveiled a new plan to rebuild the stockpiles of some materials, although reducing the objective for tin.

But this plan has yet to be approved by the new President. In view of this, officials will not be surprised if Mr. Mollohan's Bill is held up until a new overall stockpile policy is announced and no one yet knows when that will be.

• Reuters reports from Pittsburgh that the U.S. Steel Corporation has announced an increase in prices on its tin mill product line by 4.8 per cent from March 13.

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## STOCK EXCHANGE REPORT

Equities rally on 'cheap' buying in thin markets  
Index up 5.4 at 395.9—Gilt steady at lower levels

## Account Dealing Dates

First Declarer—Last Account Dealing Dates Day  
Jan. 17 Jan. 27 Jan. 28 Feb. 8  
Jan. 21 Feb. 11 Feb. 20 Mar. 8  
Feb. 14 Feb. 24 Feb. 23 Mar. 8

First Declarer—Last Account Dealing Dates Day  
from 8.30 a.m. on business days earlier

For the first time in several weeks equities yesterday took an independent line to the trend in gilt-edged. Opening share quotations were a shade lower in anticipation of a continuation of the previous day's price-take-off, but sellers failed to make much headway, combined with "cheap" buying on the thought that Monday's setback had been overcome quickly seen prices better in thin trading conditions. Up 1.9 at 10 a.m., the FT 30-share index recovered 7.3 of Monday's loss of 14.7, some hesitancy notwithstanding later and the close was 20.9 for a net rise on the day of 5.4.

British Funds, meanwhile, continued Monday's easier trend with the move to lower money rates underlined by the Bank of England's further warning signal yesterday: losses in the funds ranged 1.4 after 1.3 and the Government Securities index shed 0.04 more to 64.89. Underlying sentiment, particularly in long-dated issues, was not helped by the Governor of the Bank of England's remarks about the economic picture imposed by the current rate of inflation combined with sluggish growth.

While trade in the equity leaders was generally subdued, second-line issues were again enlivened by numerous speculative situations. The rises fell ratio in FT quoted stocks was 5.2, and the FT All-share index, in its second week of a 10 per cent suspension, with Monday's loss of 1.3 per cent, 65.05 stood out with a gain of 3.2 per cent, to a high of 48.47. Official markings were 7.812 compared with 8.499 on Monday and 7.071 a week ago.

## Gilt down again

The previous day's shake-out continued in the gilt-edged market and quotations at the long-end opened 1 lower in line with

Monday's late levels. Indecision remained for quite some time, as reflected in a much smaller volume of business than recently, and the longs shot a little more before steadying to close with net losses. The shorts were of mixed appearance because demand developed for selected low-coupon issues which established gains ranging to 8, but the tendency otherwise was easier, although the longs steered towards the close.

Once again, the Bank of England yesterday simulated its divergence with Friday's unexpectedly sharp fall in Minimum Lending Rate and curbed enthusiasm for the Fund.

But for investment money, a sharp "pisher late" when a moderate demand from sellers operating in institutional buying started the movement with arbitrage interest following later, the combination lifting the premium to 103 per cent, before a close of 102 per cent, for a rise of 6.0 points on balance. Yesterday's SP conversion factor was 0.7431 (0.7749).

Amalgamated Stores made an eventual return to the market following the reorganisation, having opened at 7p, the shares improved in brisk trading to 9p before settling at 8p, compared with the 4p at which the shares were suspended a year ago.

## Banks neglected

Following Monday's double-figure losses, the big four Banks steadied yesterday although business was restricted further by vague suggestions that Barclays will announce a large fund-raising operation in the near future.

Apart from National Westminster, which edged forward 2 to 23p, prices remained at their overnight levels with Barclays at 23p, Amalgamated, 19.5, Trust Bank, 13.3 and Merchant Bank, Kieser Ullmann added 3 at 28p.

Still concerned about possible substantial claims that may arise from the current freak weather conditions in many parts of the U.S., Insurance Composites remained nervous. Commercial Union hardened a penny to 115p but Phoenix lost 4 more to 202p. McNeall-Glenlivet featured

fluctuations with a jump of 20 to 135p after opening at 115p.

Leading Stores were neglected

UDS edged forward 2 to 61p out

Marks and Spencer were unaltered at 101p. Mail Orders

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VALUERS-ESTABLISHED OVER 40 YEARS

# FT SHARE INFORMATION SERVICE

## CANADIANS

1976/7	High	Low	Stock	Price	+/-	Div	CTV	Grd.	PE	1976/7	High	Low	Stock	Price	+/-	Div	CTV	Grd.	PE
142	10	9	Montreal St.	29	-	9	1	1	100	184	12	11	Reed Austin Sp.	25	-	11	142	2	57
143	10	9	Br. Nova Scotia St.	29	-	9	1	1	100	21	12	11	Reed Austin A.	25	-	12	152	2	57
144	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin B.	25	-	12	152	2	57
145	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin C.	25	-	12	152	2	57
146	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin D.	25	-	12	152	2	57
147	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin E.	25	-	12	152	2	57
148	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin F.	25	-	12	152	2	57
149	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin G.	25	-	12	152	2	57
150	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin H.	25	-	12	152	2	57
151	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin I.	25	-	12	152	2	57
152	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin J.	25	-	12	152	2	57
153	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin K.	25	-	12	152	2	57
154	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin L.	25	-	12	152	2	57
155	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin M.	25	-	12	152	2	57
156	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin N.	25	-	12	152	2	57
157	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin O.	25	-	12	152	2	57
158	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin P.	25	-	12	152	2	57
159	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin Q.	25	-	12	152	2	57
160	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin R.	25	-	12	152	2	57
161	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin S.	25	-	12	152	2	57
162	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin T.	25	-	12	152	2	57
163	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin U.	25	-	12	152	2	57
164	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin V.	25	-	12	152	2	57
165	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin W.	25	-	12	152	2	57
166	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin X.	25	-	12	152	2	57
167	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin Y.	25	-	12	152	2	57
168	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin Z.	25	-	12	152	2	57
169	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin AA.	25	-	12	152	2	57
170	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin BB.	25	-	12	152	2	57
171	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin CC.	25	-	12	152	2	57
172	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin DD.	25	-	12	152	2	57
173	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin EE.	25	-	12	152	2	57
174	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin FF.	25	-	12	152	2	57
175	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin GG.	25	-	12	152	2	57
176	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin HH.	25	-	12	152	2	57
177	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin II.	25	-	12	152	2	57
178	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin JJ.	25	-	12	152	2	57
179	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin KK.	25	-	12	152	2	57
180	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin LL.	25	-	12	152	2	57
181	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin MM.	25	-	12	152	2	57
182	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin NN.	25	-	12	152	2	57
183	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin OO.	25	-	12	152	2	57
184	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin PP.	25	-	12	152	2	57
185	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin QQ.	25	-	12	152	2	57
186	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin RR.	25	-	12	152	2	57
187	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin SS.	25	-	12	152	2	57
188	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin TT.	25	-	12	152	2	57
189	10	9	Quebec St.	29	-	9	1	1	100	21	12	11	Reed Austin YY.	25	-	12	152	2	57
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